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1874 PIONEERS 1921

We furnish cash grain market service to the country shippers from branch offices and correspondent offices connected with Chicago by leased wires. This plan gives shippers in small towns the same service enjoyed by dealers in cities and terminal markets. This policy is now generally recognized as

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Ship Buffalo—Consign to Lewis

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Receivers and Shippers

**The Great Interi-
or Market of the
East**



**Offers A Steady
Demand**

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.*
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ATCHISON, KANS.

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Robinson & Jackson, grain commission merchants.*
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Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.*

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Electric Grain Elevator Co., consignments.*
Globe Grain Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
Lewis Grain Corp., receivers & shippers.
McConnell Grain Corporation, commission merchants.*
McKillen, Inc., J. G., receivers and shippers.*
Kennedy & Co. Chas. wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.
Seymour-Wood Grain Co., consignments.*
Sunset Grain & Feed Co., grain & feed.
Taylor & Rournique Co., grain merchants.
Traders & Producers Supply Co., millfeeds a specialty.
Townsend Ward Co., The consignments.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

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Board of Trade Members.
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Halliday Elevator Co., grain dealers.*
Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.

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CEDAR RAPIDS, IOWA.

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Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

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Lamson Bros. & Co., consignments solicited.*
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Pope & Eckhardt Co., grain and seeds.
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Rumsey & Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Updike Grain Co., consignments.*

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Early & Daniel Co., grain, hay, feed.
Gale Grain Co., The A. C., receivers & shippers.

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Grain & Hay Exchange Members.

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Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Strauss & Co., H. M., receivers, shippers hay & grain.*

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Harris & Haynes, wholesale—brokers—grain.

CLOVIS, N. MEX.

Western Elevtr. Co., The, revrs-shprs., hdqtrs kafir-milo.*

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DALHART, TEXAS.

Kinard Grain Co., J. C., wholesale grain & hay.*

DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.
Lyle-Taylor Grain Co., whse. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.
Ashcraft Grain Co., S. B., wholesale grain.
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Crescent Flour Mills Co., The, merchant millers.*
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Farmers Elevator Co., The, H. F. Rover, Mgr.
Gallagher Grain Co., grain merchants.*
Houlton Grain Co., wholesale grain.
Kellogg Grain Co., O. M., receivers and shippers.*
Livingston Grain Co., grain and hay.
McCaull-Dinsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
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Scott-George Grain Co., The, receivers and shippers.*
Summit Grain Co., wheat, corn, oats, rye, barley.*

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Board of Trade Members.

Anderson Co., D. L., grain merchants.
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission
Taylor & Patton Co., corn and oats

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Dumont, Roberts & Co., receivers, shippers.*
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Lichtenberg & Son, oats, corn, hay, straw
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

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Transit Grain & Com. Co., consignments, brokerage.*

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Moon-Taylor Co., grain and hay brokers.*

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HAMBURG, IOWA.

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HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twisdale Elevator Co., grain dealers.*
Moritz Grain Co., O., wholesale grain.*
Sexson, O. R., grain.

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HOUSTON, TEX.

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Hayes Grain Co., John, grain merchants.
Hutchinson Grain Co., grain merchants.
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Midwest Grain Co., The, shippers.
Moore Grain Co., consignments—buyers of grain.
Producers Grain Co., The, milling wheat.
Southwest Grain Co., receivers and shippers.
Union Grain Co., grain merchants.
Vanderslice-Lynds Co., grain commission merchants.

INDIANAPOLIS, IND.

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Belt Elevator & Feed Co., receivers and shippers.
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Cleveland Grain & Milling Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Harward-Rich Grain Co., grain commission.*
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Menzie Grain & Bkg. Co., Carl D., grain commission.*
Montgomery & Tompkins, receivers and shippers.
Pro'at & Kassebaum, Inc., hay, grain, feed.
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

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Royal Feed & Mfg. Co., mixed feed mfrs.*

KANSAS CITY, MO.

Board of Trade Members.

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Beyer Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Clathorne Commission Co., commission merchants.*
Croysdale Grain Co., commission merchants.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*

(Continued on next page.)

*Member Grain Dealers National Association.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

KANSAS CITY, MO., (Continued)

Frisco Elevators Co., grain merchants.*
Goffe & Carkner, grain commission.*
Hall-Baker Grain Co., consignments.
Hipple Grain Co., feterita, kafir, milo.
Larabee Flour Mills Corp., The, mtrs. "Larabee Best."
Lichtig & Co., H., kafir, milo, screenings.*
Logan Bros. Grain Co., receivers and shippers.*
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Nicholson Grain Co., W. S., strictly commission.*
Norris Grain Co., grain merchants and exporters.
Roehen Grain Co., E. E., consignments.
Root Grain Co., consignments and futures.*
Scoular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Simonds, Shields, Lonsdale Grain Co., grain.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., receivers and shippers.*
Wilser Grain Co., consignments.*

LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

LEAVENWORTH, KANS.

Wilson-Legier Hay & Grain Co., branch at Kansas City.

LIBERAL, KANS.

Light Grain & Mfg. Co., mill pdts., kafir, milo.
Vickers Grain & Seed Co., grain and field seeds.

LINCOLN, NEBR.

Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster, E. D., feeders supplies.
Lincoln Grain Co., grain merchants.*
Wright-Leet Grain Co., receivers and shippers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Cable & Stockton, hay, grain, feed.
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.*
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Wilson Co., John R., grain brokers.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruechtenicht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker & com., consignments.*
Buxton, E. B., broker and commission merchant.*
Clark-Burke & Co., grain and hay.
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Delta Flour & Feed Co., flour, feed, meal, grains.
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers.
Hasenwinkle, H. J., consignments.
International Sugar Feed Co., feed mfrs. and grain.
Lovitt & Co., L. B., cotton seed and peanut products.
Mississippi Elevator Co., grain dealers, feed mfrs.*
Pease & Dwyer, grain, mixed feed.
Quaker Oats Co., feed & cereal mfrs.
Royal Feed & Milling Co., mixed feed mfrs.
Sessum Grain Co., grain, mixed feed.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

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Board of Trade Members.

Lyon & Co., A. J., whse, gro., grain, feed.
Meyer Bros., wholesale groc., grain, feed.
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whse grain, feed, fl., gro.*

MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, ear corn.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.
Benson, Quinn Co., grain commission.*
Cargill Commission Co., grain commission.*
Carter-Sammis & Co., grain commission.*
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.

MINNEAPOLIS, MINN., (Continued).

Chamber of Commerce Members.

Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCarthy Bros. & Co., receivers & shippers.
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Seidl, Frank J., all grains and feeds.
Sheffield Elevator Co., shippers of grain.
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats and screenings.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

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Fox Co., C. B., exporters.
Gibbons, J. T., gr. dealers, mixed fd. mfrs., exptns.
Matthews Sons, Geo. B., mill feed manufacturers.
Nathan & Pettis, fwdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E., dlrs. & expts in feed articles.
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Waterman & Co., J. S., gr. flour & fd. bkrs., dr. jobs.*

MOULTRIE, GA.

Delay, A. J., flour and grist mill.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers & shippers.*
Kerr, S. S., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., recvrs. & shippers.*

NEW YORK CITY.

Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Moore, George L., grain merchant.
Okla. City M. & E. Co., grain merchants, millers.*
Perkins Grain Co., W. L., brokers.*
Scannell-Winters Grain Co., grain and feed.
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.
Strader & Co., J. Edgar, grain, hay, feed.*
White Grain Co.

OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.*
Crowell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Maney Grain Co., The, consignments.*
Miller Wilson Grain Co., receivers and shippers.
Roberts Grain Co., Geo. A., grain merchants.
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Updike Grain Co., consignments.*

OTTAWA, KANS.

Ross Milling Co., The, millers, ha.d wheat flour.

PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.*

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Bowen Grain Co., H. D., receivers & shippers.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. O., grain commission.*
Mueller Grain Co., receivers and shippers.*
Shaffer Grain Co., J. C., receivers & shippers.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Company, receivers and shippers.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Etl., flour, grain, feed.*
Lemont & Son, E. K., wheat, corn, oats, flour, feed.
McKay, Donald, grain and millfeeds.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Standard Hay & Grain Co., grain and hay.
Stites, A. Judson, grain & millfeed.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain & hay.*
Burson Grain Co., C. G., recvrs., shprs-commission.*
Elwood & Co., R. D., hay and grain.*
Foster Co., C. A., grain merchants.*
Geldel & Leubin, grain and hay.
Hardman & Daker, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros., Martin, grain and hay.
McCague, R. S., grain, hay.
Rogers & Co., Geo. E., grain & hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.
Walton Co., Samuel, grain and hay.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.
Doten Grain Co., The, grain, feed, flour.
Maine Grain Co., grain, feed and flour.
Paris Flouring Co., flour, grain and feed.*

PORTLAND, ORE.

Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*

PRINCETON, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

PUEBLO, COLO.

McClelland Mc'l I. & R. Co., grain hay, and feed.*

QUINTER, KANSAS.

Jones-Rogers Grain Co., brokers.

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

SAGINAW, MICH.

Saginaw Milling Co., flour, feed, hay, grain.*

SALINA, KANS.

Board of Trade Members.

Baber Grain, Feed & Seed Co., grains, feed, seeds.
Beyer Grain Co., The, consignments and mill orders.
Boosemeyer Grain Co., The, Paul, grain merchants.*
Geo. E. Gano Grain Co., The, receivers & shippers.
Richter Grain Co., wheat, coarse grains & millfeed.
E. L. Rickel, grain receiver and shipper.
Service Grain Co., grain, feed, grain products.
Weber Flour Mills Corp., millers, exporters, grain dms.
Wright-Wilson Grain Co., milling wheat.

SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whse grain, hay, flour, feed.*

ST. JOSEPH, MO.

Grain Exchange Members.

Aunt Jemima Mills Co., A. J., hominy feed.
Claiborne Commission Co., commission merchants.*
Herries-Yancey Grain Co., commission merchants.
Marshall Hall Grain Co., consignments solicited.*

ST. LOUIS, MO.

Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Ballard-Messmore Grain Co., recvrs. grain, hay, seeds.
Bushfield Grain Co., receivers and shippers.
Claiborne Commission Co., commission merchants.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Toberman, Mackey & Co., grain, hay, seeds.*

SEDALIA, MO.

Claiborne Commission Co., commission merchants.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

SIoux CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.
Bailey, Walter H., grain merchants.*
McCaull Dinsmore Co., commission.*
Terminal Grain Corp., receivers & shippers.
Rumsey & Co., receivers of consignments.*
Merriam Commission Co., corn and oats.
Western Terminal Elevator Co., receivers and shippers.

SIoux FALLS, S. D.

Burke Grain Co., grain merchants.

SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.*
Patterson Grain Co., W. M., grain, hay, mill feeds.

STERLING, COLO.

Moore, James A., grain dealer.

TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.

THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

TOLEDO, OHIO.

Produce Exchange Members.
De Vore & Co., H. W., grain and seeds.*
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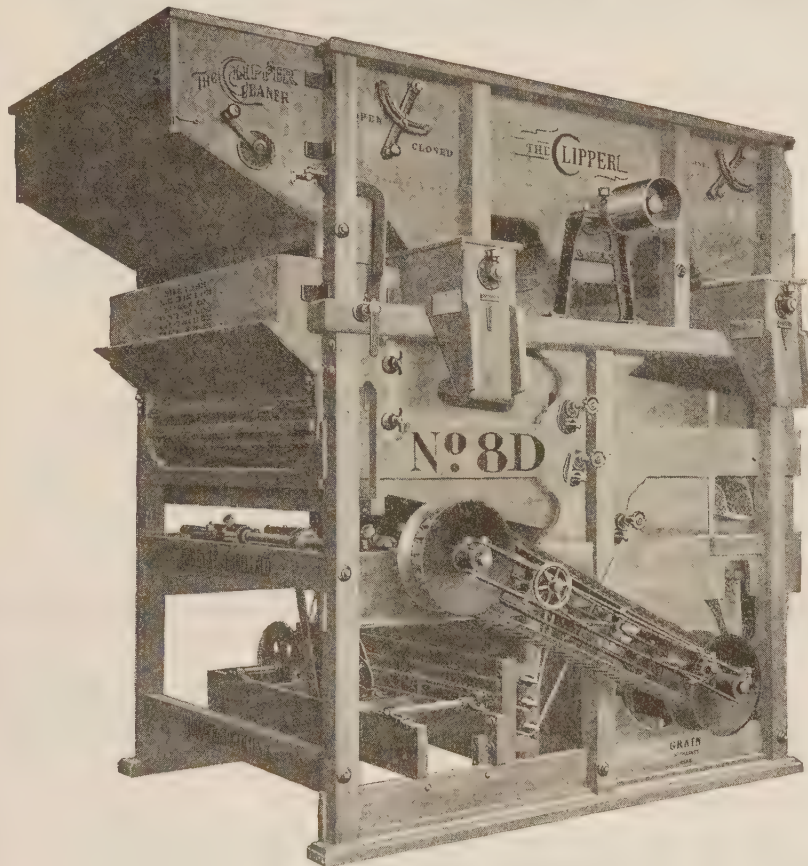


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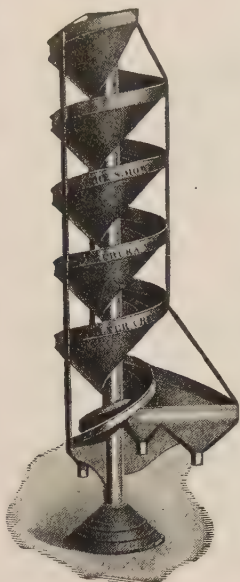
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cause the loss of many hard earned dollars to shippers of grain and seed.

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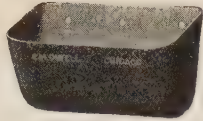
This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

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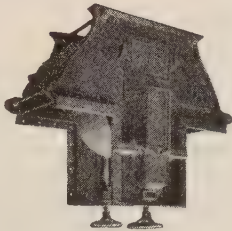
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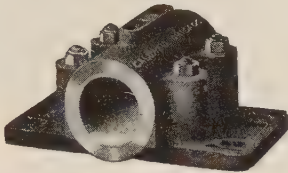


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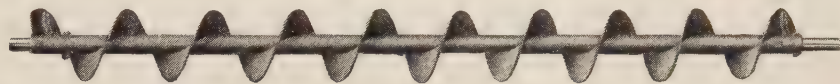
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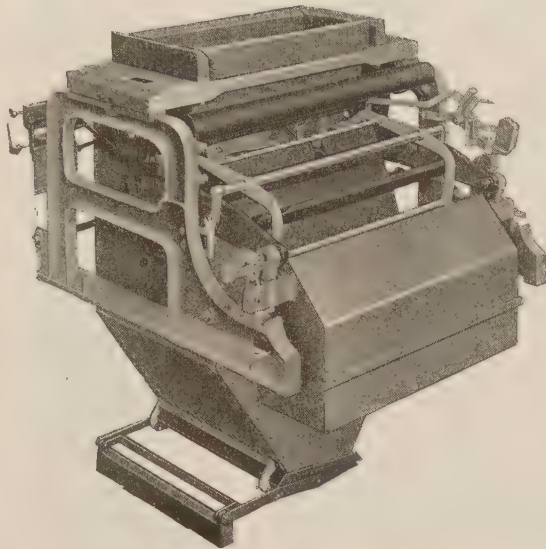
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Alone do not Prevent Explosions
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A Richardson loads direct from cupola to cars, whilst you are busy elsewhere.

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The only **entirely self-operating** Shipping Scale in existence is a Richardson Self-leveling, Self-balancing, Self-adjusting, Self-recording, and Self-discharging machine.

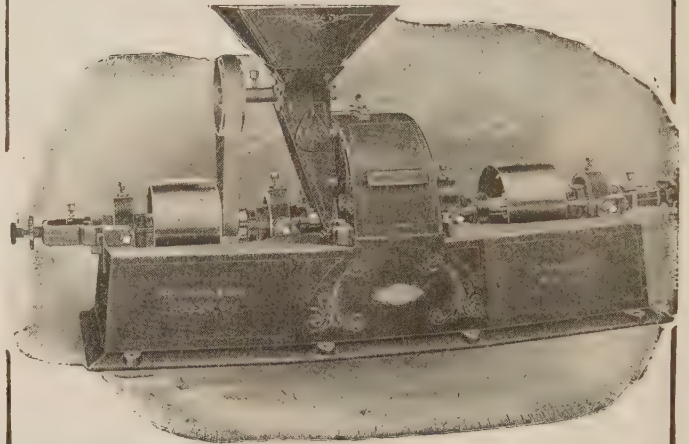
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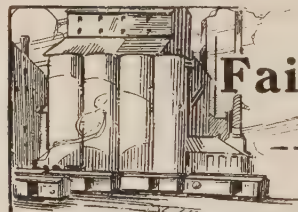


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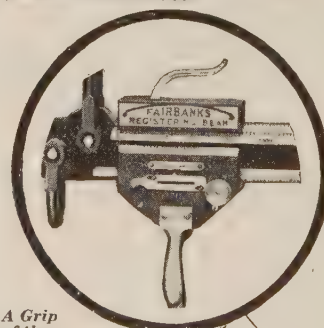
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Load	From	To	Date
2360	From	To	12/26/20
Gross 8490 lbs.	Tare 2360 lbs.	Net 6130 lbs.	
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By S. S. Perry			

Can be Used on any Fairbanks Wagon or Auto Truck Scale

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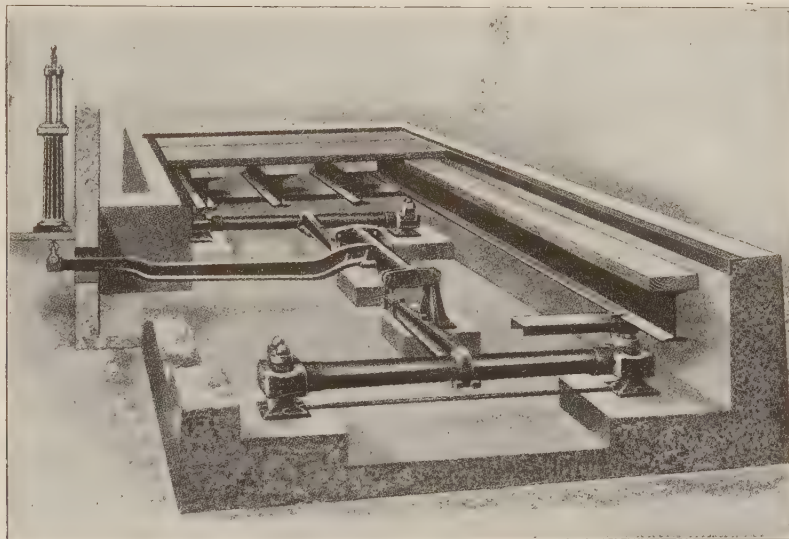
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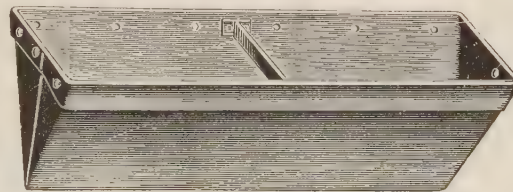
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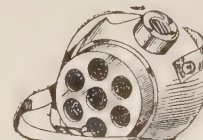
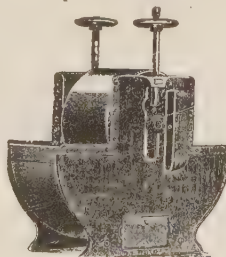
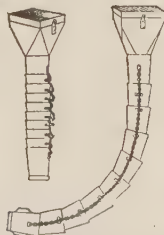


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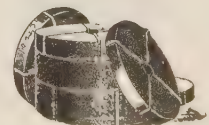
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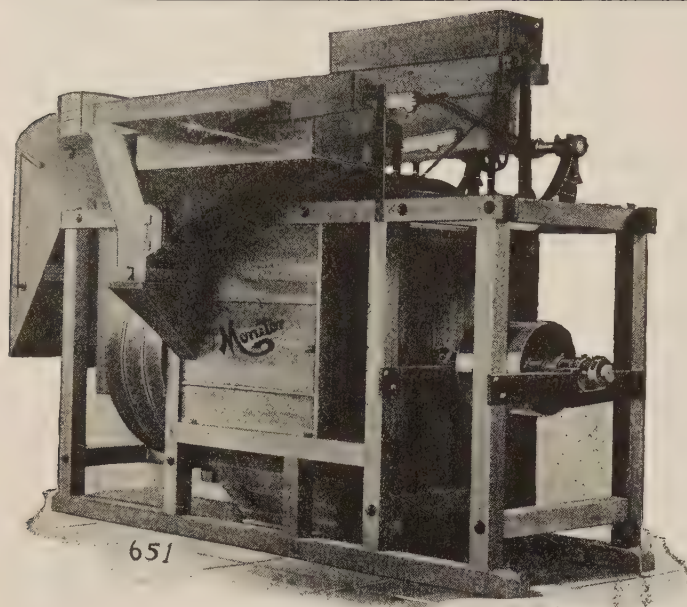
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That they gave perfect satisfaction on the Calumet is shown by the fact that they have just ordered for their new plant

20 No. 11 Monitor Oat Clippers
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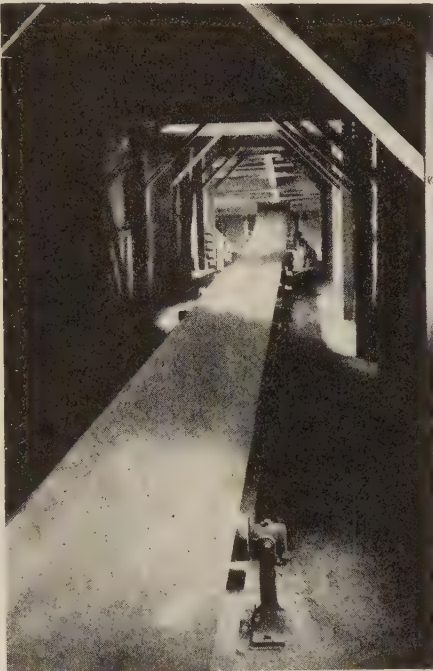
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—and from the time you install it you will obtain cleaner separation, a higher grading on your grain, and greatly reduced costs for cleaning. The Carter Disc Separator:—

- eliminates all sieves, brushes, shaker devices
- does away with air suction, vibration and dust
- has few working parts, ball bearings thru-out, in oil-tight casings
- takes very little room in the elevator
- easily installed—no dust collectors or spouting
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Clean Separation

The Carter insures cleaner separation in one run than any other machine now made.

Made for two classes of separation: the **A type machine** separates oats and barley from wheat, oats and barley from rye, or seeds and wheat from oats.

The **Seed type machine** removes wild peas, cockle and seed from wheat.

Try It At Our Risk

The "Carter" is reducing cleaning costs in hundreds of elevators and flour mills. You are paying for it whether you use it or not. Let us prove our claims. Here's our guarantee—

If, after a reasonable trial, The Carter Disc Separator is not satisfactory to you in all respects, we agree to accept its return and give you full credit for it.

Write at once for full information and proof of its money-saving, profit-increasing value.

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611 5th Ave. South, Minneapolis, Minn.

In Canada: Manufactured and sold by The Strong-Scott Mfg. Co., Ltd., Winnipeg



THE WORLD'S LARGEST ELEVATORS USE THIS BRUSH



For sweeping grain cars and elevators, the STAR BRUSH has no equal. Made of stiff selected fibre, 5 inches long. Guaranteed to outwear four or five corn brooms and do cleaner and faster work. Built on hardwood block 14 inches wide and flared to an 18-inch sweep. Largest elevators in Minneapolis, Duluth, Port Arthur and Ft. William now use this brush exclusively.

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Price \$16.00 per dozen, F. O. B. Minneapolis

Flour City Brush Company

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IT PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

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To judge U. S. Value, we ask you to examine it exhaustively, interview owners, compare it with all other shellers.

You will be amazed to find that for actual superiority in all essentials U. S. prices are lowest.

U. S. prices are based upon former low costs of plant and equipment, and present costs of labor and material.

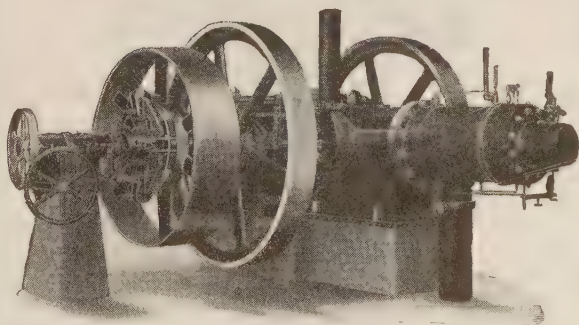
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USE CRUDE OIL AND FUEL OIL

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Sizes 10 to 250 H. P.

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Guaranteed Analysis. The pure, solid content of the buttermilk dried fresh from the churn. Packed in 100 lb. net weight new burlap sacks, paper-lined, and in 160 lb. net weight new wooden barrels, paper-lined, at a slightly higher price.

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Fairmont's Pure Powdered Buttermilk greatly increases the value of laying mashers and chick feeds and increases sales. Are you taking advantage of the steadily increasing demand for buttermilk mashers? Let us quote you in any quantity from a sack to a carlot, delivered anywhere.

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Miner Laboratories reports digestibility of protein in Fairmont's Pure Powdered Buttermilk as 97.51 per cent. Give your feeds the combined tonic and feed value of fresh buttermilk in a concentrated form that keeps indefinitely and at a moderate price.

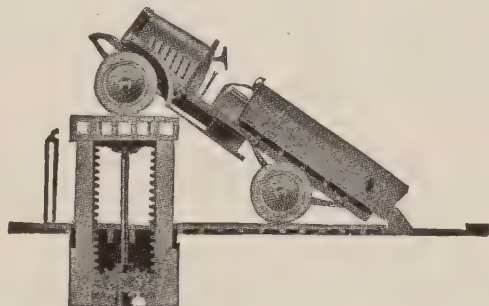
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Get a Trapp Dump and Have Protection

You will not have any more accidents to trucks if you have a Trapp Dump installed. The Trapp Dump has safeguards which eliminate all danger of injury to your patrons' trucks.



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Like All Weller Equipment
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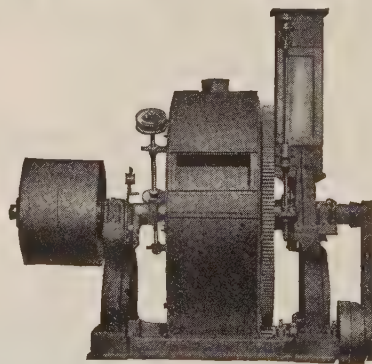
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Use Triumph Pearlers if you want to produce pearly barley, or wheat or pepper. They will turn out a product that cannot be beaten.

Full information gladly furnished those interested.

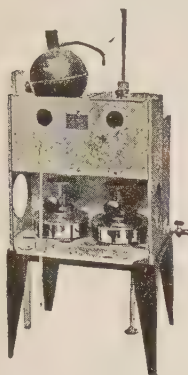
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One two, four or six compartments Electric, Gas or Alcohol Heated.

Our testers are shipped complete with Scale and all necessary supplies to make Moisture Tests.

Send postal for our new reduced prices and complete catalogue.

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Handle it and add to
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Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

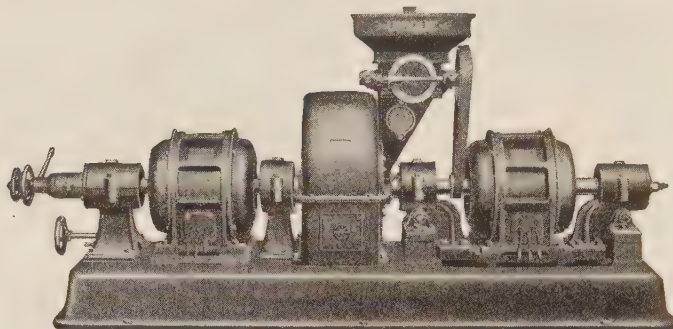
The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

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Others say they make \$350.00 a month feed grinding.

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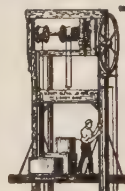
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use our Grain Dealers' Air
Tight Cans for forwarding
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They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.
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Designed in accordance with the suggestions of and supplied to the
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FOR QUICK AND ACCURATE DETERMINATIONS.

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Weight per bushel: 0 to 70 lbs. per bushel by 1/10 lb. using one quart dry measure.

Weight for moisture test.

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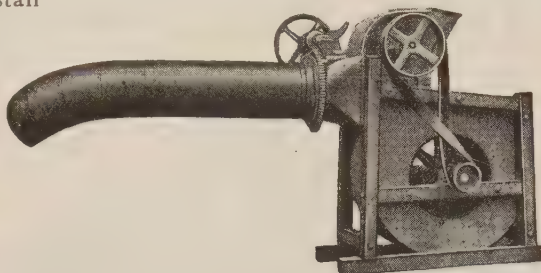
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To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grain possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The
Combined
Grain
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and
Pneumatic
Car
Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

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No Hall Signaling Distributor duct Case has ever worn out. Hall Distributors that have seen 15 years' service are still as good as new and will be as good as new 100 years hence. When you buy a Hall Signaling Distributor for a plant you and your heirs are through buying Distributors for that plant. This fact makes a Hall Signaling Distributor the cheapest piece of elevator machinery you can purchase.

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Has a HALL NON-CHOKABLE BOOT below (THE VITAL ORGAN IN THE SYSTEMS).

Has Buckets especially designed for each leg.

Each bucket completely fills AUTOMATICALLY. NO FEED GATE.

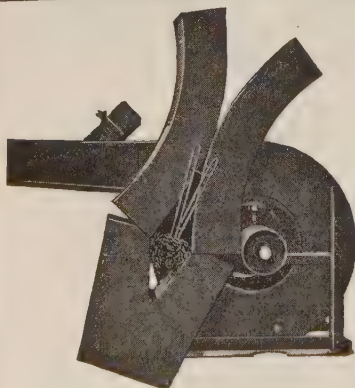
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A COMPLETE MECHANISM.

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Small Elevator Plans Free

Suggestive plans for small elevators from 2,000 to 6,000 bushels capacity will be mailed you upon request.

These houses are low in height and cost. Grain loaded without scooping and plans include automatic scale, cleaner and Boss Air Blast Car Loader. Just the thing for many small stations.

We can also mail plans for small plants for receiving, storing and shipping corn in the EAR without scooping in the car.

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Certain Departments

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is
Profit Collection

When You Install a
NEW "1905"

CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

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DIXON'S Silica-Graphite PAINT

because of its pigment, flake silica-graphite and vehicle, best linseed oil has that quality of long life. It will not peel, crack or flake off because of the natural elasticity of the flake graphite.

Dixon's Paint is made in FIRST QUALITY only and we have many records of long service in various industrial lines.

Write for Booklet No. 15B and records of long service in your line.

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JOSEPH DIXON CRUCIBLE CO.
Established 1827

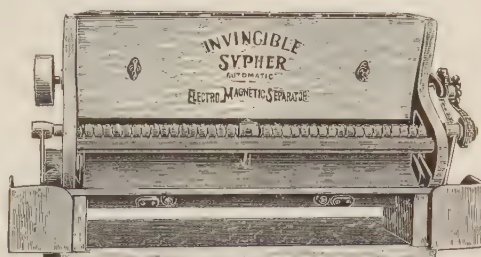
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The Grain Dealers Journal

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There is no good reason why it should be permitted.



The INVINCIBLE Sypher Electro Magnetic Separator will remove all the iron. Attracting force of 500 lbs.

Small consumption of current. Attaches to lighting line or if Direct Current is not available, current is generated by an inexpensive miniature dynamo.

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Bearing shipper's name and consecutive numbers.

Prevent

CLAIM LOSSES

10,000 SHIPPERS

Are now using them

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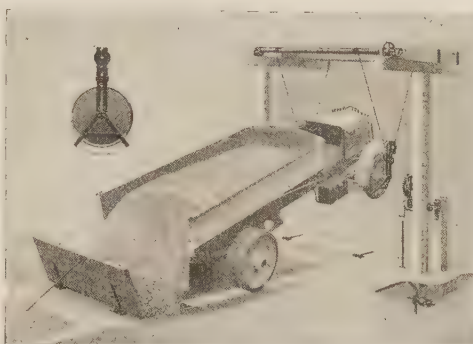
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Durable
Practical
Safe
Inexpensive
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Designer and Builder of Grain Elevators

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Fifty affidavits in duplicate are bound into a book, size 5½x8½ inches, printed on bond paper, with manila duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

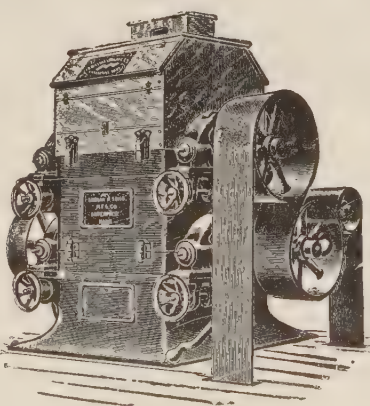
....., being duly sworn, on his oath, says that on the day of, 192..., he, acting as agent for at, in the State of, carefully and correctly weighed draughts on Hopper, Automatic, Wagon, Track Scales amounting to lbs. equal to bushels of No. and loaded direct or thru bin to car No. Initial for shipment to Messrs at in the State of, and that said car was in condition and properly sealed when delivered to the Railroad; with space for notary public.

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305 So. LaSalle St. Chicago, Ill.

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Let the Grain Dealers Journal your message bear
To progressive grain dealers everywhere.

GRAIN ELEVATOR BUILDERS

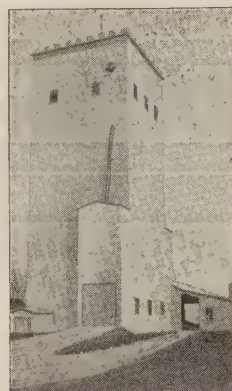
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makes the Best Elevator obtainable a profitable investment.

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30 Years Practical Experience

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Sioux City, Iowa



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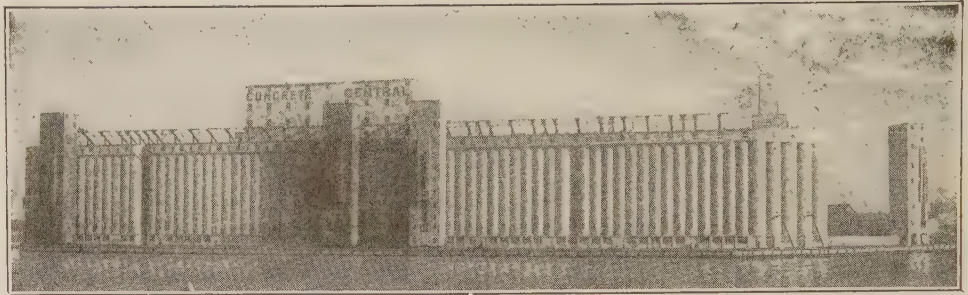
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Monarch Built Elevators

assure you economical design, first class work, efficient operation.

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Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., BUFFALO, N. Y.



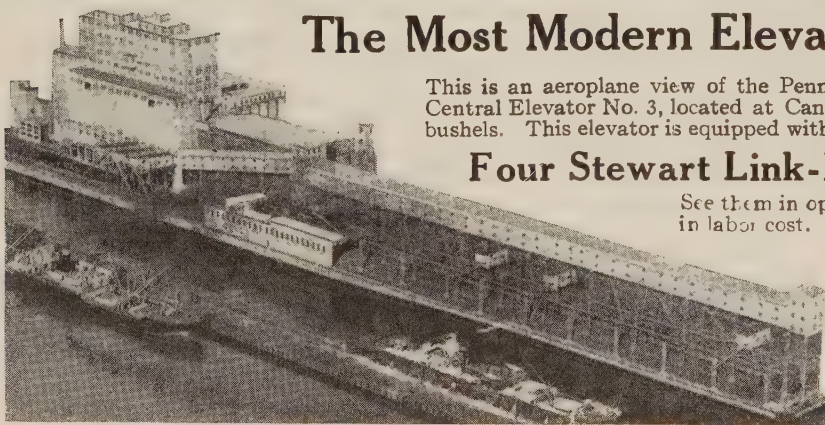
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Designed and built under the direction of

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Four Stewart Link-Belt Grain Car Unloaders

See them in operation and be convinced of their great saving in labor cost.

James Stewart & Co., Inc.

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"We have built for many of your friends, Eventually we will build for you. Why not now?"

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

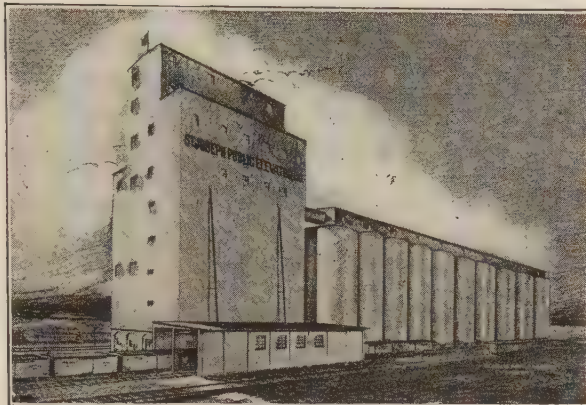
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(SPENCER PATENTS FEB. 1919)

3,185,876,000

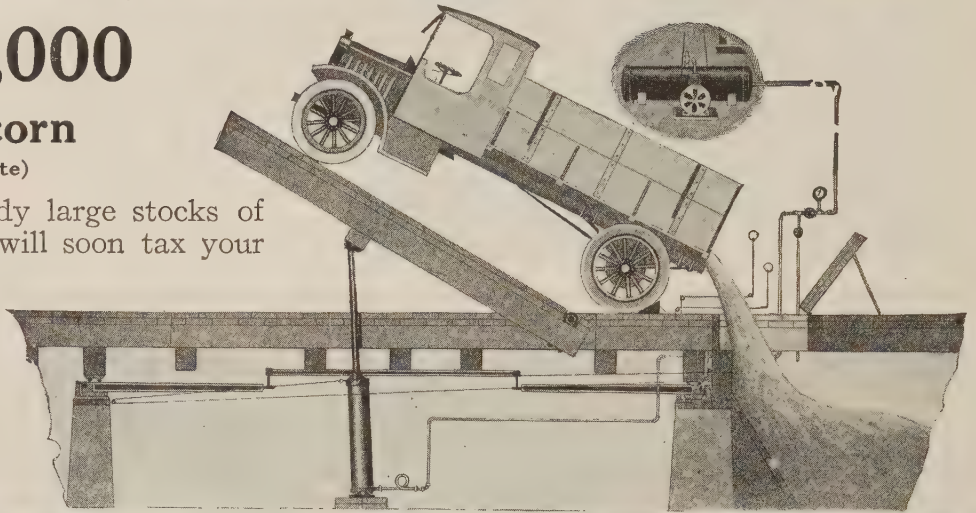
bushels of corn

(1921 crop estimate)

in addition to the already large stocks of all grains on the farm will soon tax your facilities to the limit.

A GLOBE DUMP

will be invaluable in handling your share of this tremendous movement.



Rea-Page Milling Co., Marshall, Mo.

Maintaining our standard of quality and service we consider a duty to our customers and to ourselves. Don't delay but write us today for blue prints, literature and prices.

Manufactured and Guaranteed by
Globe Machinery and Supply Co.
Des Moines, Iowa.



Great West Mill & Elevator Co., Amarillo, Texas

When You Think of Electrical Construction or Repairing—THINK OF

Pierson-Wilcox Elect. Co.
MINNEAPOLIS, MINN.
ESTABLISHED 1898

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



Everybody Wants To Cut Expenses

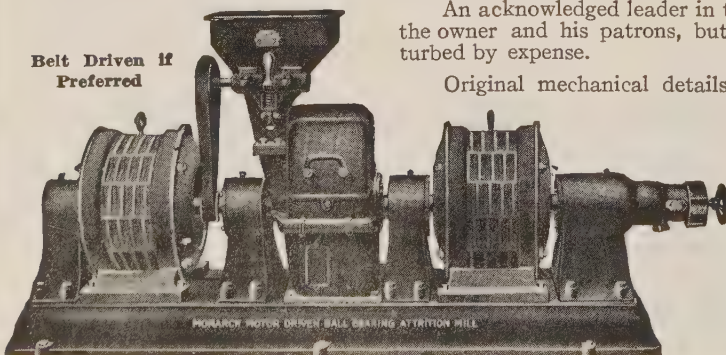
Profits must be saved as well as earned and economy in conducting business is as important as the returns from sales.

In starting or continuing the operation of a feed grinding business in connection with your regular grain business, the first step toward cutting expenses and keeping them at a low level, is the installation of the

MONARCH BALL BEARING ATTRITION MILL

Whether you are just starting in business or have been engaged in feed grinding for some time—it will pay you to get a MONARCH—if you do not already own one.

Belt Driven If Preferred



An acknowledged leader in the field, this mill not only stands for satisfaction to both the owner and his patrons, but is so economical to run that profits are in no way disturbed by expense.

Original mechanical details, worked out carefully, proved and accepted by hard headed men of business, have removed the fear of competition.

Will you allow us to figure on your feed grinding proposition, without cost or obligation to you?

Sprout, Waldron & Co.
Milling Engineers

Main Office and Works, P. O. Box No. 26, Muncy, Pa.
Chicago Office No. 9 So. Clinton St.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

TWO INDIANA elevators and implement business for sale; doing good business; electrically operated; located on main line of railroad. Address 47U7, Grain Dealers Journal, Chicago, Ill.

ANSWERS—When the first ring of the door bell is not answered, don't conclude that the folks are not at home.

ILLINOIS—Choice of one or two of five elevators near Champaign, Ill. All elevators are modern and located in good territory. Address P. O. Box 137, Champaign, Ill.

IOWA ELEVATOR, pop corn cribs and coal yards for sale; only one in town. About 100 miles east of Sioux City. Doing a good business. Address 47U3, Grain Dealers Journal, Chicago, Ill.

16,000 BUSHEL steel sided electric power elevator for sale. Will ship 175,000 to 200,000 bushels and side lines. Price on application. Address 47S1, Grain Dealers Journal, Chicago, Ill.

FOR SALE or Lease—Modern grain elevator in good corn territory in red clay section of North Florida. Write to Jefferson County Producers Co., Monticello, Fla.

WESTERN IOWA—Two elevators at adjoining stations handling grain, coal and feed. One man can handle both with helper. Both modern equipment, and big grain stations. Address 46M7, Grain Dealers Journal, Chicago, Ill.

TEXAS—Rio Grande Valley, irrigated, no crop failures. For sale: 25,000-bu. ironclad elevator, large two-story feed warehouse annex, equipped with hand power elevator; plant electrically operated; handle flour, feed, seed; manufacture cornmeal; big established business; California climate, very healthy. Good reason for selling. Address Wm. J. Buttschau, San Juan, Texas.

ILLINOIS 20,000-bu. capacity elevator, located on C. B. & Q. R.R., for sale. Good coal and feed business in connection, with new feed house and coal storage. Elevator in fine condition and equipped with electric power, 2 dumps, scales. Exceptionally fine location. Only elevator in town. Priced right. Address 47S15, Grain Dealers Journal, Chicago, Ill.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

10,000-BUSHEL capacity elevator at Rock Port, Mo., for sale. In the heart of the corn belt. Flour, feed, coal business in connection. Dumps (wagon and truck), Fairbanks scale, cleaner, sheller. In good order. Real business, real town; no competition. Rock Port is Co. Seat of Atchison Co.; electric lights, good schools, paved streets. Price \$3,000; terms. Christian Bros. Merc. Co., Rock Port, Mo.

OKLAHOMA 15,000 bu. grain elevator, fully equipped with latest modern conveniences, for sale. 20,000 bu. warehouse attached and 20,000 bu. warehouse detached. Located in best grain section of state. Considerable wheat still in farmers' hands; also have good corn and kafir crops about ready for market. Also 50 bbl. practically new midget flour mill with all accessories will sell with elevator or separately. For further particulars write Marshall Grain Co., Oklahoma City, Okla.

ELEVATORS FOR SALE.

KANSAS—Large country elevator, fine condition, fully equipped, good grain country, for sale; bargain. Lock Box 164, Ft. Scott, Kan.

IOWA—THREE elevators in north central Iowa for sale. All doing good business and in excellent territory. Price right. Write quick. Address 46M4, Grain Dealers Journal, Chicago.

SOUTHERN INDIANA—15,000-bushel cribbed elevator on private ground in County Seat town for sale. Good grain, flour and feed business. Address A. H. Richner, Crawfordsville, Ind.

MINNESOTA elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn. 46A13.

CENTRAL INDIANA 50,000 bushel modern elevator for sale. This elevator is well built and is located in best grain section of the state. A splendid proposition. Address 47R10, Grain Dealers Journal, Chicago, Ill.

TRADE WANTED OR SALE—Have you something to sell or trade? Let the readers of the Journal know what you have to offer. Now they are unaware of the advantage of dealing with you. The best way to dispose of anything is by advertising.

COLORADO—Three well-located elevators for sale, all within 56 miles. 50 barrel mill in connection with one. All or controlling interest will be sold at 80c on the dollar. Write for further particulars. Martin T. Nelson, Ordway, Colorado.

KANSAS elevator and mill for sale; on two railroads in heart of Kansas wheat belt. 15,000 bu. elevator, 130 barrel mill. New Wolf equipment in good condition and ready to run. A very low price will take it. Address 47T16, Grain Dealers Journal, Chicago, Ill.

MARYLAND elevator 16,000 bu. capacity and large feed warehouse for sale. Two dwellings included. Located at Linwood and is best equipped one in western Maryland; on main line of Western Maryland R. R., near Baltimore. Address C. M. Horst, Hagerstown, Md.

MONTANA—Two good cribbed elevators each handling 100,000 bushels of wheat annually besides doing a good coal, retail feed and seed business. Elevators located in the Yellowstone Valley with both irrigated and dry land to draw from; never have had a failure of crops in this territory. Good reasons for selling. If interested write Box No. 1104, Billings, Montana.

CENTRAL KANSAS elevator, in both wheat and corn belt, for sale at \$10,000.00. No trades. Elevator and warehouse iron clad, built in 1912, excellent construction, good repair, capacity 20,000 bushels. Equipped with both motor and engine, car puller, cleaner and loader. Separate cement block engine room. Have shipped 36 cars since July 1st of this year, and half of the wheat back yet; also excellent corn crop already made. Good competition. Address 47S12, Grain Dealers Journal, Chicago, Ill.

BARGAIN IF TAKEN AT ONCE:—Someone's always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE.

KANSAS elevator, in best wheat belt, for sale; 15,000 bushel house. Crops in fine condition. \$3,000 quick sale. Address 47J28, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

OHIO'S BEST AND CLEANEST ELEVATOR. One of the best grain points in the state. Will sell at less than cost of replacement today. 25,000 bushel capacity, steam power. One other elevator in town. Will handle around 150,000 bushels annually. Good side line business. Good, modern town, 3000 population. For further particulars write Box 459, Hicksville, Ohio.

ELEVATORS WANTED.

CENTRAL INDIANA elevator wanted. Give full details. Paul Garrison, Galveston, Ind.

WANT TO BUY country elevator or mill. Give full details. Address 47R4, Grain Dealers Journal, Chicago, Ill.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

WILL BUY elevators, lumber and coal yards showing good business. Address E. W. Davis, 513 N. Seminary st., Galesburg, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

ELEVATOR FOR RENT.

ILLINOIS elevator for rent, located in good grain territory, 20,000 bu. capacity; coal sheds. Needs repairing and lessee can apply cost of repairing on rent. Reasonable rental to right party. Address 47T33, Grain Dealers Journal, Chicago.

ELEVATOR BROKERS.

JOHN A. RICE **ELMER N. SMITH**
Elevator Brokers, Frankfort, Indiana.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

CLAYBAUGH-MCCOMAS Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

JAMES M. MAGUIRE,
432 Postal Tel. Bldg., Chicago, Ill

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

BUSINESS OPPORTUNITIES.

QUARTER SECTION land to trade for elevators in South Dakota or Nebraska. T. S. Braithwait, Bovee, S. Dak.

MILL AND ELEVATOR for sale. A real business chance. Would rather sell one-half interest to live elevator man and let him manage plant. Have other business to look after, reason for selling. Address 47U15, Grain Dealers Journal, Chicago, Ill.

A BARGAIN FOR QUICK SALE. Fuel, Flour, Feed, Feed Grinding and Grain Elevator, also implement business if wanted, for sale cheap. Reason for selling, dissolving partnership. Address 47S29, Grain Dealers Journal, Chicago, Ill.

INVESTMENT WANTED? If you are desirous of securing more capital for the extension of your business, or if you have money to invest in the grain business, make your wants known in the "Business Opportunities" columns of the Grain Dealers Journal, Chicago.

WHOLE OR PART INTEREST FOR SALE. Feed concern in eastern city of over one hundred thousand people, established many years ago and widely known, enjoying a large local trade; has recently erected a modern, complete feed milling and mixing plant; own railroad siding and milling-in-transit facilities available; in need of capital. Will sell out entirely, part or controlling stock to get larger working capital. Worth investigating. Address 47U1, Grain Dealers Journal, Chicago, Ill.

A WELL ESTABLISHED and good paying mill and warehouse in Los Angeles will sell a 40% interest in its business to a good live grain man for \$20,000.00. Or, will guarantee a good substantial return on his money to a party wishing an opportunity to make an investment without taking an active interest in the business. This is a going concern, making money right now, and is a splendid opportunity for the right man who wants to change his location. For further particulars write P. O. Box 600, Arcade Station, Los Angeles, Cal.

BAGS—BAGGING—BURLAP.

1,000,000 BAGS, 3½ CENTS.

New bags, made from 10½ ounce burlap, size 14x33 inches; will sacrifice at 3½ cents apiece, delivered anywhere. Sample orders, will ship not less than one bale of 1,000 bags. Jos. Werner, 70 Pliny St., Hartford, Conn.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

STEAM ENGINE FOR SALE.

ERIE CITY STEAM ENGINE for sale—65 h.p., size 11x16, center crank, automatic governor. Engine in first class condition. 20 ft. of 3½ in. steam pipe and 24 ft. of 4 in. exhaust pipe goes with engine. Bargain. Mississippi County Elevator Co., Charleston, Mo.

SITUATIONS WANTED.

FEDERAL GRAIN inspector wants position. Address 47T4, Grain Dealers Journal, Chicago.

MANAGER position with lumber yard or grain elevator wanted; good references. Geo. Gimpel, Colfax, Ill.

HIGH GRADE bookkeeper and accountant, grain and flour experience, wants connection at once. Write Box 157, Schuyler, Neb.

EXPERIENCED MANAGER for country grain elevator wants position in Central Illinois. Married. Can give excellent references. Write Box 632, Decatur, Ill.

MANAGER with 15 years' experience, well known by the grain trade, wants position as manager of Farmers Elevator; age 38; best references. Address L. Box 164, Paxton, Ill.

MANAGER of coal office or grain elevator wants position in a Swedish community; Iowa or Illinois preferred. Employed now. Address 47T9, Grain Dealers Journal, Chicago, Ill.

POSITION AS MANAGER for Farmers Elevator wanted by experienced grain man. Best of references. No dead ones need answer. Address Mason B. McVeigh, New Sharon, Ia.

AM LOOKING for a position as manager of a small line of country elevators or a single house where the business will justify good salary. Experience covers all the way from country station to terminal market work. Address Box 407, Wichita, Kansas.

SUPT.—Thoroughly competent terminal elevator superintendent or manager, with best of references, desires position where ability counts. Know all kinds cleaning, drying, mixing. Last position 20 years. Salary not object to start. Married. Available at once. Prefer seaboard. Address 47U4, Grain Dealers Journal, Chicago, Ill.

MAN WITH TWENTY years' experience in the grain business wants position with good firm. Have managed Line and Farmers' elevators; familiar with side lines. Capable of handling branch office, or road position; traveled one season. Now employed—good reasons for desiring change. Address 46L31, Grain Dealers Journal, Chicago, Illinois.

OIL AND GAS ENGINES.

ST. MARYS GASOLINE ENGINE, 20 h.p., for sale; in good running order. First man sending us check for \$200.00 f. o. b. cars Summitville, Ind., gets it. Gordon Grain Co., Summitville, Ind.

MACHINES WANTED.

MOTOR wanted—25 h.p., single phase, 60 cycle, 220 volt, 1750 r.p.m., rails, pulley and starter complete. Address 47U5, Grain Dealers Journal, Chicago, Ill.

CRUDE OIL ENGINE wanted; 75 to 80 h.p., Fairbanks Morse or Buckeye preferred. Must be in good repair. Advise location, length of time operated and condition. Give rock-bottom price. Alfred L. Chamberlain, Port Huron, Mich.

MACHINES FOR SALE.

BOSS CAR LOADERS for sale; several No. 8; good as new; complete, ready to install. Address A. H. Richner, Crawfordsville, Ind.

PULLEYS—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

ELLIS GRAIN DRIER for sale; perfect condition; right size for elevator or mill. Bargain price. The Lena Grain Co., Conover, O.

SHELLER FOR SALE—Marseilles Combination Sheller and Cleaner. Will sell cheap. Mayer Grain Co., South Whitley, Ind.

DURABLE WIRE ROPE for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies. Standard Mill Supply Co., Kansas City, Mo.

SCIENTIFIC FEED GRINDER for sale; No. 30, new; 20 to 30 bushels capacity; \$30.00 f. o. b. Sidney. Address J. G. Troester, 518 Brooklyn ave., Sidney, Ohio.

ROLLER MILL for sale; new, 2 pair high, 6x20, price \$455. Also 2 25-h.p. Mogul special electric engines, run 6 months, price \$450 each. The White Star Company, 209 No. St. Francis, Wichita, Kans.

HESS GRAIN DRIER for sale; capacity 800 to 1250 bushels per day; in good condition; run only one year. Have two driers, need only one. Will sell at less than half the cost of a new drier. Address George L. Long, Bushnell, Ill.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St. Chicago, Ill.

SCALES FOR SALE.

SONANDER BAGGING SCALE for sale; capacity 100 lbs.; in good condition. Address 47S9, Grain Dealers Journal, Chicago, Ill.

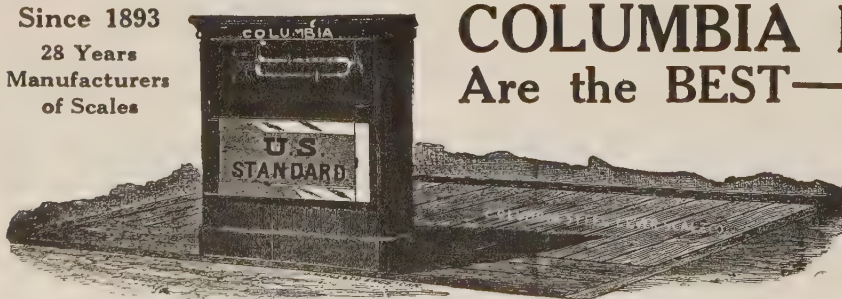
RICHARDSON Automatic Portable Bagging Scale for sale; used only 30 days; weighs 2 to 6 bushels; price \$325.00. S. M. Bishop, 1905 E. Main st., Richmond, Va.

HOPPER SCALES for sale—1 300-bu. Monarch, \$80; 1 50-bu. Monarch, \$60; 1 150-bu. Monarch, \$65; 1 150-bu. Howe, \$90; 1 300-bu. Fairbanks, \$120. The White Star Company, 209 No. St. Francis, Wichita, Kans.

OFFICE APPLIANCES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

Since 1893
28 Years
Manufacturers
of Scales



COLUMBIA MOTOR TRUCK SCALES Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Telephone Albany 4
2437-43 N. Crawford Avenue

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.

Convention Notes of G. D. N. A. Meeting.

[Continued from page 511.]

change; John G. McHugh, sec'y Minneapolis Chamber of Commerce; Frank P. Manchester, sec'y Omaha Grain Exchange and Jno. F. Jofgren, Sec'y Peoria Board of Trade.

Exhibits were numerous, and all were on the registration floor where they were readily accessible to all dealers. They included a Globe Truck Dump by the Globe Machinery & Supply Co.; a section of a truck scale and a grain tester by Fairbanks, Morse & Co.; a grain trier, grain tester, Boerner Sampler and funnel for filling a tester kettle by the Seed Trade Reporting Bureau; and addressing machines, grain tables, cipher codes and account books.

Souvenirs included a "Best Friend" consisting of thread, needles and thimble passed out by Walter M. Browne, Memphis; pencils by the Seed Trade Reporting Bureau, Ottumwa Box Car Loader Co., and Pierce & Stevens; a rapid "Put and Take" device given with Bert Boyd's compliments; wrapped mints placed on the banquet tables by the Smith-Sayles Grain Co.; a pocket ruler, by Henry Lichtig & Co.; and a 15-in. ruler by the White Grain Co.

The Iowa Corn Song was made available in sheet music form by the Des Moines Board of Trade. The invitation to take a copy was extended to all comers. And the Iowa Bunch was ready to burst into song—always the Corn Song—whenever there was opportunity to put a note of cheer into the proceedings or into any of the gatherings of dealers incident to the convention itself. When there was no opportunity the Iowa delegates made one.

The theater party Monday night furnished worth while entertainment in a form that provided enjoyment for every convention visitor. The Chicago Board of Trade had bought every seat in the Colonial Theater and the house was comfortably filled. Fred Stone was at his best in the title role in "Tip Top," a happy musical comedy. The Board of Trade is to be congratulated for its selection of this particular portion of the entertainment, and the com'ite having it in charge deserves praise for the efficient manner in which the arrangements were carried out.

Chief Grain Inspectors present included David H. Larkin, Baltimore; J. S. Hart, chief and T. B. Armstrong, ass't chief, Kansas Dep't; F. B. Tompkins, Peoria; Seth Catlin, Boston; E. H. Culver, Toledo; G. H. Tunnel, St. Paul, Minnesota Dep't; Paul Larson, Sioux City; Lee D. Irving, Louisville; Chas. J. Peters, chief, and Sam Smith, ass't chief, Chicago; A. V. Tischer, Des Moines; Geo. F. Munson, Cincinnati; Geo. B. Powell, Omaha; A. A. Breed, Milwaukee; W. S. Powell, Cairo; J. M. Roberts, Nashville; S. A. Holder, Indianapolis; P. D. Conners, Buffalo.

Weighmasters who came were P. D. Conners, Buffalo Corn Exchange; E. H. Culver, Toledo Produce Exchange; John Dower, St. Louis Merchants Exchange; H. A. Foss, Chief, and J. A. Schmitz, ass't, Chicago Board of Trade; S. A. Holder, Indianapolis Board of Trade; Clay Johnson, Peoria Board of Trade; A. Edw. Kahler, Baltimore Chamber of Commerce; Paul Larson, Sioux City Board of Trade; M. H. Ladd, Milwaukee Chamber of Commerce; Geo. F. Munson, Cincinnati Grain & Hay Exchange; Geo. B. Powell, Omaha Grain Exchange; W. S. Powell, Cairo Board of Trade; P. P. Quist, Minnesota State Weighmaster; A. V. Tischer, Des Moines Board of Trade.

Association officials attending the convention were D. L. Boyer, Mexico, sec'y, and A. H. Meinershagen, Higginsville, pres., Missouri Grain Dealers Ass'n; H. B. Dorsey, Ft. Worth, sec'y, and John E. Bishop, Houston, pres. Texas Grain Dealers Ass'n; F. G. Horner, Lawrenceburg, pres., and W. E. Culbertson, Champaign, sec'y Illinois Grain Dealers Ass'n; S. B. Swope, Canal Winchester, pres.,

and J. W. McCord, Columbus, sec'y Ohio Grain Dealers Ass'n; H. W. Reimann, Shelbyville, pres., and Chas. B. Riley, Indianapolis, sec'y, Indiana Grain Dealers Ass'n; J. D. Mead, Ft. Scott, pres. Kansas Grain Dealers Ass'n; Lee Davis, Scranton, Ia., pres., and Geo. A. Wells, Des Moines, Ia., sec'y Western Grain Dealers Ass'n; C. F. Prouty, Oklahoma City, sec'y Grain Dealers Ass'n of Oklahoma; T. J. Byrnes, vice-pres. Kansas Grain Dealers Ass'n.

DYNAMOS—MOTORS.

BARGAINS IN DYNAMOS AND MOTORS can be had by reading what the advertisers in that section have to offer.

BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To clear out these books promptly we are offering them at greatly reduced prices.

Two Plans of Grain Elevators, containing 500 pages of illustrations of every kind of elevators. Over 94 pages of descriptive matter, and plans of elevators. Covers of books are soiled. Order Plans of Elevators S. W. Price \$2.00 each.

One Davis Coal Values No. 2, a book for calculating price of any amount of coal at any price per ton from \$2.75 to \$17.00, by steps of 25 cents per ton. Soiled from being used as sample. Order Davis No. 2 S. W. Price 75 cents.

One Grain Shipper and the Law, a book of decisions of the State, Supreme and Federal Courts, covering shipper's contracts and his relations with the carrier. Soiled from being used as sample. Order Form Grain Shipper S. W. Price \$1.00.

One No. 97-a, C. N. D. Quotation Book, for recording hourly quotations of the market. Has spaces on each page for a week's prices on wheat, corn and oats. 60 pages to book, over a year's supply. Soiled and shelf worn. Order Form 97-AA. Price 50 cents.

One Gold Bricks of Speculation, a book of 498 pages well bound, but slightly soiled from being used as sample. It is a study of speculation and its counterfeits, and an expose of the methods of bucketshop and "get-rich-quick" swindles. Order Gold Brick S. W. Price \$1.00.

Two No. 97-5, C. N. D. Quotation Books, for recording the hourly quotations of the market. Has spaces on each page for a week's prices on wheat, corn, oats, rye and barley. 60 pages to book, over a year's supply. Soiled from being used as sample. Order Form 97-55. Price 70 cents.

One No. 43, Grain Receiving Ledger. This book contains 200 pages and a 14 page index of ledger paper. Bound in cloth with keratol back and corners. Column headings of page are: Date, Article, Gross, Tare, Net, Bu. & lbs., Price, Dr., Cr., Remarks. This is one of the best grain receiving books, and due to being soiled we offer it at \$2.00. Order Form 4333.

GRAIN DEALERS JOURNAL.

309 South La Salle St., Chicago, Ill.

SEEDS FOR SALE—WANTED

MILLET SEED in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

ADDRESS WANTED.

WANTED—Present address of Fred Elmore, formerly of Oklahoma City and Devol, Okla. Address 47T25, Grain Dealers Journal, Chicago.

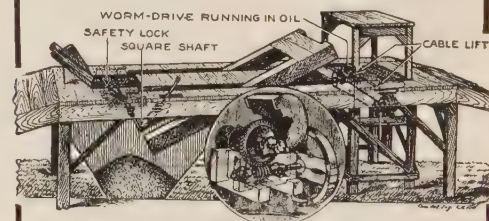
How Much Money Did You Make Last Year? You Know

How much will you make next year? Would it be worth the price of the usual audit to find out? My service requires six days' work at your location. It provides revaluation, a program for the coming year in detail, and guarantees a handsome increase in your business. The service covers the entire year, and if the result is not satisfactory, your money will be cheerfully refunded. Fifteen years' experience in grain and milling efficiency operation. For dates and terms write

F. J. RINEHART

Uniopolis, Ohio

The dump that is simple, safe, positive and economical. Not a dream but a reality



The Newell Dump fills the Grainman's Needs

Write for Our Trial Offer

"No Compressed Air Used"

NEWELL CONSTRUCTION & MACHINERY CO.

Cedar Rapids, Iowa

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

We are Buyers in Car Lots or Less
RED, MAMMOTH and ALSIKE CLOVERS

ALFALFA AND ALL GRASS SEEDS
SEND US YOUR SAMPLES

THE BRUNS SEED COMPANY
HOME OFFICES, WASHINGTON, IOWA

A. E. REYNOLDS, President
T. C. CRABBS, Secretary-Treasurer

B. F. CRABBS, Vice-President
BENNETT TAYLOR, Vice-President

Crabbs Reynolds Taylor Co.

CRAWFORDSVILLE, IND.

**Country Shippers of Grain from Indiana's
Most Fertile Corn Belt**

TRACK BUYERS OF CAR LOT GRAIN

**Specialists Dealing in Clover, Timothy
and allied Field Seeds—car lots or less**

An old, well established firm, operating a chain
of elevators and seed cleaning plant, furnishing
a service which is at your command.

**INDIANA'S LARGEST WHOLESALE GRAIN,
SEED, FEED and WOOL FIRM**

We are in the market at this time for medium wool.

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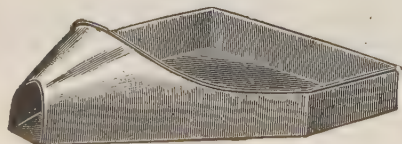
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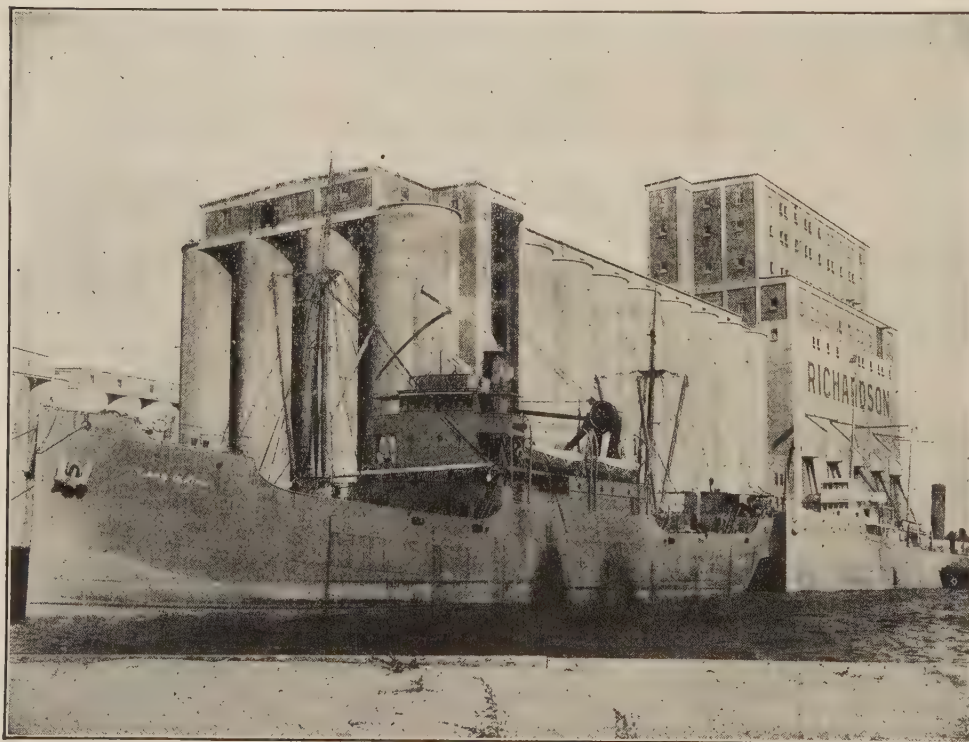
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GRAIN DEALERS JOURNAL

309 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, OCTOBER 10, 1921

CLAIM AGENTS who collect railroad claims for their patrons and pocket the proceeds without reporting to the claimant deserve to be shown up so that the chance of their victimizing other confiding grain shippers may be minimized.

INSPECTION or grading of grain cannot be correct unless the sample represents the fair average quality of the lot of grain under consideration. Samplers should be governed by regulations as strict as those governing inspectors, and the enforcement should be just as rigid.

THE ENDORSEMENT of the government's Mississippi River barge line by the National Ass'n was refused because it is a matter of local interest; but the real secret of the association's action is that the rank and file of the membership is bitterly opposed to the government's engaging in business of any kind.

SENATOR KENYON, referred to as "chairman of the agricultural bloc in the senate," is scheduled to deliver one of the principal addresses to a convention of Farm Buros to be held in Atlanta, Ga., in November. Thinking men are wondering whether there will never come a time when our government will once more be in the hands of statesmen instead of "blocs." There's more of kinship between "bloc," block-head and bolshevist than the initial letters. It's but a step from one to another and downgrade all the way.

THE BEST thing that could happen to any American community is a revival of the old-fashioned debating society, where live problems can be attacked and presented in simple and sensible manner. A true understanding of our problems will make their solution easier; and light is the one influence deadly to fallacious and false statements.

GRAIN GROWN in any section could and would be greatly improved if the country grain elevator operator would make a study of the soil cultivated by his patrons and recommend the planting of seeds of pure variety to the end that the grain shipped from his station could be marketed more advantageously and with more profit to all concerned.

GRAIN DEALERS generally are in full sympathy with the wheat sellers of the southwest who have persisted repeatedly and vigorously against the continued use of the government differentials in prices for off grade wheat, and it was but natural that the national association should take up this controversy and seek to discourage the continued use of unfair discounts.

FARM BURO news letter quotes Eugene Meyer, Jr., managing director of the War Finance Corporation as having stated at a conference in Chicago that he has tried to sound the following key note under which all com'ites have been instructed to work: "Do not worry over the exceptional and difficult cases but go out and look for the places in which to put our funds. Put in a million here and a million there. That will relieve the situation" Sure, what's a million or so between friends?

DURING the war we substituted various makeshifts for wheat flour—but we did not "eliminate" wheat and we were glad to get back to white bread. Now there is talk of "eliminating" the middleman, but substitution and not elimination is contemplated. It is only proposed to substitute inexperienced salaried middlemen for enterprising dealers who work for themselves and assume the responsibilities of ownership, and there will come a time when we will be happy to return to the method of proven efficiency.

WEIGHMASTERS and scale men are doing much to attain perfection in their service of weighing grain at terminal markets. Their annual meeting in Chicago Oct. 2 was a get together conference for the exchange of ideas and the consideration of measures for the solution of their mutual problems. Perhaps there will never come a time when weights are 100% accurate, but already a certificate issued by a recognized weighing department is accepted by well posted dealers as being positive and conclusive evidence of the exact quantity of grain contained in the lot or parcel which the certificate covers. Only the demagogue and the uninformed will make any statement to the effect that weights certified by terminal grain weighing departments are incorrect. Weighing the grain produced on American farms is a difficult task, but these men are doing it in the best manner they know—and their knowledge represents the sum total of human knowledge in this matter.

THE DISSEMINATION of false, misleading or incorrect reports concerning crops or markets or conditions that affect or tend to affect the price of commodities will henceforth be discouraged by the Kansas City Board of Trade, which has adopted a resolution declaring that all firms perpetrating such an offense shall be deemed guilty of uncommercial conduct and punished as provided by the rules of the exchange. No organization of business men can tolerate tricky or unfair dealing of any character, and the sooner all such practices are stopped the sooner will all members of the exchanges be more highly esteemed by the rank and file of the trade outside.

ACCURATE GRADING of grain as it is purchased from farmers is necessary to the successful and efficient conduct of a country grain business. It is not fair to the producer of good grain that his neighbor should receive an equal grade on grain of inferior quality. It is not fair to the dealer's business to apply a grade higher than the sample merits. The dealer must understand the standards and he must have equipment that will enable him to apply his knowledge. Boosting a grade because a competitor may do the same thing is but an indirect method of insulting one's own bank account. It brings lasting benefit to none of the parties to the transaction.

NO FORGERY of a bill of lading has come to light recently. It is known, however, that human nature has not changed materially since the last forgery occurred, railroads continue to give out blank bills of lading with practically no safeguards. Therefore, it is logical to expect that other weak individuals will yield to the temptation to obtain money by filling in a few of the blank bills without the formality of loading cars with grain. Why not remove the temptation—lock the barn door before the horse is stolen? Carriers can do it by numbering the blanks as passenger tickets are numbered, requiring station agents to account for each bill of lading as they account for each ticket.

RATES for ocean shipping are established by representatives of certain steamship lines in conference, according to a generally accepted understanding. The Merchant Marine Com'ite of the Grain Dealers National Ass'n reported to the convention in Chicago that these rates are not established by competition and that they are the result of monopolistic control of the situation. The Com'ite further expressed the opinion that rigid adherence to conference rates is responsible for many boats lying idle in ports while cargoes are to be had at rates somewhat lower than the conference figures. Shipping rates should be controlled by the law of supply and demand and by no other factor. It is an intolerable situation that forces ships to lie in port, depreciating in value and running up unprofitable expenses, solely because an agreement prohibits owners accepting cargoes at a lower rate than the one desired. Shipping, like many other processes of modern industry, needs a few courageous individuals with initiative to break away from "conferences" and get busy on the job.

INSPECTORS should not be required or permitted to issue a certificate of grade on a lot of grain that has not been individually sampled and inspected. When a lot loses its identity the certificate should be made to expire. This would prevent the issuance of split certificates on small portions of a lot or cargo. It might make necessary some changes in trade practices; but it will give added value to inspection certificates and go far toward making cargo inspection uniform.

THE PRICE OF WHEAT will be fixed at \$1.50 a bushel if one of the impractical bills introduced by Representative Herrick of Oklahoma is enacted into law. That is, the law of the nation will fix the price at one figure but the law of supply and demand will fix it at another. Injunctions or threats of prosecution will have no influence on the market. The wild theory that the government has the authority and power to fix the price of anything was so badly crushed during the government's recent attempt to fix the price of wheat that the natural presumption was that no man living today would again suggest such an impossible regulation. It is evident that the Hon. M. C. is not familiar with what occurred in the wheat market.

LEADERS of farmers should be men of broad vision and tested courage, and it is the duty of all to help in the selection of such men, according to the remarks of Mr. Lever at the banquet of dealers in Chicago last week. Admittedly, those leaders should have "broad vision and tested courage," but they need much more. They should have real common sense and intelligence. They should be firmly grounded in the fundamentals and possessed of the ability to think straight. They must have enough honesty to hold them to the course they know to be best even if another course gives greater promise of individual reward. The only difficulty lies in the willingness of farmers to listen to demagogism rather than to facts, for just so long as they do this they will get demagogues for leaders.

CHIEF INSPECTORS of the country are to be commended for the stand they took at their convention in Chicago Oct. 3 when they adopted a resolution favoring the establishment of "weevily" grades of grain. There is just as much reason for the designation "weevil" as for that of "smutty," because in either case it is impossible to reflect the true extent of damage caused by the defect. In many lots of weevily or smutty grain the actual damage is very slight, while in others it is considerable. The buyer must determine the facts for himself; and if the inspection is made to set forth the grade of the sample if it were free from the weevil or smut he has a starting point from which to work. To dump all weevily grain into Sample Grade is unfair to the seller, and the grading is of little help to the buyer. Let the inspector state the facts as he finds them and seller and buyer can arrange other matters between themselves. It may be advisable to require the inspector to state the number of weevil he finds in a sample of given size, but it is largely a matter of luck whether he will find one or a dozen; regardless of the real extent of the infestation.

OWNERSHIP imposes risk. That fact is fundamental; and risk can only be shifted by a change in ownership. The service rendered by the speculator is to assume ownership (and risk) when others desire to be relieved of it, and there is nothing mysterious about his performance of that service. The real mystery is that so many apparently intelligent persons will permit themselves to be deluded into the thought that risk can be separated from ownership. As well try to separate the rainbow from light.

DOES the grocer, the hardware merchant, the dry goods man, the banker think he is not concerned in the attack that is being made on the open competitive system of marketing grain? Does any business man in the grain dealer's home town think the campaign of the agitators mean nothing to him? Tell that business man to wake up! The influences that are at work today will not stop with the grain business. If they are even partially successful in communizing grain handling they will attack some other line; indeed, they are already making their plans for the work. That indifferent business man is vitally concerned, altho he may not realize it any better than the indifferent grain dealer. Both of them need to study.

THE IDEA is prevalent that the problems facing us today are much more complex than those of the past. But is this true? Nothing confronting us today is more difficult of solution than the task before the men who drafted our Constitution and brought our government into being; no work we are asked to do requires a higher degree of statesmanship or ability than was demanded of those men who in the sixties preserved our nation. Is it a fact, then, that men and women of today lack ability? No; not that. We of today are accomplishing little because we have wandered from the fundamentals. We do not keep our feet upon the ground as did our fathers. We follow too much after fancied ideals and high sounding-isms, and not enough after hard and fast truths. We need more common sense and not quite so much "intellectuality."

OWNERS of shingle roof elevators will find little comfort in the fact that many railroads are now refusing to grant sites for new elevators unless the structures are to be covered with fire resistive roofing. Even the U. P. R. R. has this requirement in all of its leases for new houses. But that does not prevent its locomotives showering sparks all over the wooden shingles on the old houses. It seems that the Wyoming lignite being used in many of the locomotives of the west is responsible for more fires being started in wood roofs by locomotive sparks than any fuel the locomotives have ever used. Both property owners and the railroads would be much better off if all houses were iron clad or if effective means were taken to prevent fires being started by locomotive sparks. This cause of elevator fire is well known and generally recognized, still the hazardous roof is tolerated. Some insurance companies will not insure any new elevators covered with wooden shingles. If all insurance companies would double the credit now allowed for fire resistive roofing and siding the fires due to locomotive sparks would be stopped.

Buying Grain Covered by Lien.

Threshermen are very eager to secure the enactment of state laws providing for threshermen's liens on grain threshed, but they have no thought for the protection of the grain dealer who buys the grain covered by their liens in the open market. Primarily they are interested only in receiving pay for the service they render. The country grain buyer would not be asking too much if he insisted that the law provided that all liens on grain should be recorded so that he could avoid paying for mortgaged grain.

Greater vigilance on the part of the country buyers would reduce their chances of having to pay for the same grain twice. If all were more careful to investigate the ownership of grain offered by tenants, fewer lots of mortgaged grain would be tendered them. No grain buyer desires to assist a tenant to defraud his creditors, but those who are lax about investigating the tenant's right to sell are sure to encounter trouble with landlord's or threshermen's liens.

Grain dealers can discourage the tender of mortgaged grain to their elevators by keeping a correct list of all tenants in their section, warning all to avoid selling their mortgaged grain and then prosecuting to the limit everyone who imposes upon them. The tenant who attempts to sell grain when he has not a clear title to it is a swindler and a cheat and deserves to be shown up to the community before he imposes upon others.

Loss and Damage Claims.

The loss and damage claims paid by the railroads during recent years have been enormous and this is but natural because of the high market values prevailing for all commodities. But in addition to the high market values the railroads have uncovered one great factor which has made for an unreasonable increase in the number of these claims. They have employed greater numbers of policemen and detectives to protect property while in transit and standing in the yards; but notwithstanding this fact thieves continue to pilfer from the cars. Only recently 18 men employed by one of the railroads entering Toronto, Canada, were discharged because of the large number of hogs lost in transit.

The So. Pac. recently issued an appeal to shippers and receivers begging that they exercise every precaution to prevent losses and to cut down claims at every point. It seems that claims of this character have been increased 300% in the last few years, and this notwithstanding the grain shippers of the land are today exercising more intelligent discrimination in the selection of cars for grain and more care in their cooping than ever before. Few shippers find reimbursement by the railroad claim agent half as satisfactory as prompt payment by consignee for all grain they placed in the car. Last year railroads of Class 1 paid claims in excess of \$104,000,000.

Naturally these lines will strive to advance the rates on the commodities calling for the largest claim payments, with a view to insuring profitable returns for the future transportation of these commodities. Grain ship-

pers can help to keep down these losses and the freight rates by the more careful coo-pering of cars and the prompter reporting of all cars seen leaking grain in transit. The more active the members of the grain trade are in reducing this waste the fewer claims will be filed for loss of grain in transit and the less excuse the railroads will have for holding up rates for transporting grain.

The G. D. N. A.'s Silver Anniversary.

It was indeed fitting that the Grain Dealers National Ass'n should celebrate its 25th anniversary in the city of its birth and with one of its largest gatherings of notable men who have attained prominence in the business and political world.

When 38 grain dealers met in Chicago on Nov. 9, 1896, they could not foresee the dangers and difficulties that would confront the trade any more than we of today can know what the next twenty-five years has in store for those engaged in the grain business. But those men builded with courage and determination. They saw the need for the organized study of grain trade problems to the end that bad practices could be eliminated and fair rules of trade and improved methods adopted.

The early years of the organization were years of struggle. There was so much to be done. Busy men could hardly find time to plan the work, to say nothing of time for execution. Trade rules had to be drawn up; the principle and machinery of arbitration brought into being; and all the while it was necessary to carry on the work of soliciting the membership of more and yet more dealers in order that the organization might become truly National in its scope.

The fact that the organization moved forward steadily, even if that movement was slowly at times, is proof alike of the merit of its purpose, the wisdom of its founders and the faithfulness of individual members to the work they were asked to do. Long ago the Ass'n took its place in the ranks of the nation's foremost organizations of business men.

The 25th annual meeting which is reported quite fully in this number marks a wonderful growth in the various activities of the Ass'n. The reports of the officers and committees all reflect an earnest desire to bring about safer and fairer conditions of trade, so that members can conduct their business more efficiently and economically, with less worry and less friction.

Organized primarily to help members to fairer treatment in their dealings with those outside the trade, it has, thru the splendid work of the Trade Rules and Arbitration Committees, helped all grain dealers to a clearer understanding of their own rights in trade as well as inculcated a fairer consideration for the rights and interests of others.

The work of the organization has always been in the interests of the entire trade, altho the financial support has come principally from the direct members. The results attained have come largely thru the sacrifice of individual members who have not hesitated to give their time and strength to the cause of better business conditions for all grain dealers. The record is a great credit to the organization and its workers and both deserve more appreciative recognition from the dealers outside the pale of membership than they ever have received.

More members and a long life to the organization; more helpful work and greater

appreciation for the workers is the wish of every progressive grain dealer, and we feel certain all will show it by a deeper interest in and a more active commendation of the work done than heretofore.

Railroad Regulation.

It is recognized by business men generally that the railroads are now suffering from over-regulation (too much interference with their business by the government) so it was but natural that the National Ass'n should adopt resolutions demanding the repeal of the Adamson eight-hour law and the ridiculous Clayton law. It is doubtful if the railroads can function efficiently under the dual regulations of the railway wage board and the Interstate Commerce Commission. Representative Sydney Anderson has demanded the abolition of the U. S. wage board, characterizing their joint control with the interstate commerce commission as a "violation of the fundamentals of efficient business management."

The railroads are so badly handicapped by rules, regulations and unfair contracts that they have little say in the management of their own property—a condition which is in conflict with both the spirit and the letter of our institutions.

\$15,000,000 Loan Held Up.

The fact that a contract had not been signed by the War Finance Corporation with the Equity Co-operative Exchange of St. Paul for the \$15,000,000 loan the latter organization applied for was stated by Eugene Meyer, Jr., managing director of the Corporation at Washington Oct. 1. In explaining the situation Mr. Meyer said that the preliminary agreement will be executed later in the form of a contract after the Equity complies with the requirements of the Corporation.

These requirements are that the loan be secured by registered terminal warehouse receipts representing the grain to be marketed. Sixty per cent of the value of the grain will be advanced to the Equity, which must agree to maintain the margin until the loan is repaid.

The collateral must be free from all other debt charges. This will mean that any grain which the farmer has mortgaged to banks or other creditors cannot be used as collateral to secure the loan from the War Finance Corporation until the other loans are paid. The rate of interest to be charged by the Corporation is 6½%.

Loans made by the Corporation will be on warehouse receipts, and will not be made to enable the farmers or pool managers to hold grain indefinitely for higher prices. Primarily, the provision of the law is to assist exports, and loans will be made to assist in financing the orderly marketing of grain but not to make speculative holding possible. Mr. Meyer declared further that the corporation does not approve indefinite storage or holding.

Loans may also be obtained thru banks by firms and individuals engaged in handling grain. The borrowers would not deal directly with the Corporation, but with their banks, who would turn the paper to the Corporation in a manner similar to that followed in ordinary rediscounting.

"No Fire; No Accident."

Chicago has sought annually to profit by the great disaster which visited it 50 years ago by celebrating the great fire which laid it to ashes, and recently the President has seen fit to issue a proclamation to the Governors of the various states calling for a commemoration of that dreadful event by increasing their vigilance against fires and accidents.

Everyone is directly interested in such a campaign and should be more than willing to join heartily in any work which will safeguard our lives, limbs and property.

Our annual fire loss of a half billion dollars causes the rest of the world to gasp in amazement when asked how we stand the drain. The loss of both life and property can easily be greatly reduced; but it will not be checked unless all join heartily in the work and exercise a vigilance foreign to our daily practice heretofore. However, the loss now is so disastrous that it should be an easy matter to induce everyone to cooperate.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 131206 was in a small wreck at Wakarusa, Ind., on Oct. 7 and considerable of the wheat spilled on the ground. Over 125 bus. ran from this and another car.—Wakarusa Milling Co., per N. L. Laver.

Penna. 24596 was in a small wreck at Wakarusa, Ind., on Oct. 7 and considerable of the wheat was spilled on the ground. Over 125 bus. run from this and another car.—Wakarusa Milling Co., per N. L. Laver.

C. & N. W. 137618 passed thru Correctionville, Ia., on Oct. 3 leaking corn at the side of car. Train was going east. This is for the help of fellow sufferers on claims.—M. H. Spurgeon & Son, per H. L. Winn.

Penna. 561779 passed thru Gypsum, Kan., on Sept. 29 leaking wheat from under the floor near the door.—Farmers Elevator Co., H. R. Redfield, ass't manager.

C. B. & Q. 95535 passed thru Holdrege, Neb., on Sept. 28 leaking wheat at the side of the car.—Holdrege Equity Exchange.

C. B. & Q. 97532 passed thru Holdrege, Neb., on Sept. 28 leaking wheat at the side of car.—Holdrege Equity Exchange.

C. & N. W. 124526 passed thru Havelock, Ia., on Sept. 27 leaking corn out of the door. The grain door was bulged. As the train did not stop long I did not have time to fix it.—The Farmers Coal & Grain Co., J. L. Miller, mgr.

C. B. & Q. 95117 passed thru Holdrege, Neb., on Sept. 26 leaking wheat.—The Holdrege Equity Exchange.

C. B. & Q. 103930 was leaking rye at Holdrege, Neb., on Sept. 26.—Holdrege Equity Exchange.

Southern 11561 was moving east thru Cullison, Kan., on Sept. 14 leaking wheat out of one of the corners. We fixed the leak here.—Roy L. Miller, mgr. Farmers Grain & Mercantile Co.

I. C. 37792 passed thru Irene, Ia., on Sept. 12 going east, leaking corn at the side of the car.—George W. Banks.

C. M. & St. P. 202076, for Minneapolis, Minn., passed thru Linby, Ia., in train 74, on Sept. 12, leaking wheat at the side and the end of the car.—S. F. Steigleder & Son, per O. F. Steigleder.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Chart of Weekly Fluctuations?

Grain Dealers Journal: Is there any place I can obtain a book or periodical showing the weekly fluctuation in the markets for several years back by charts such as used in the Journal? Does the government furnish these charts?—Eugene S. W. Cross, Sylvan Grove, Kan.

Ans.: For weekly fluctuations the cash grain markets are the best criterion, and they have been published in the Journal continuously for years back, in chart form. As to future prices no one has published weekly charts continuously for any length of time.

Information on Grain Grading?

Grain Dealers Journal: Where can I get information on grain grading?—A. C. Z., Beaver Dam, Wis.

Ans.: One who has access to a file of the Journal for several years back will find numerous articles on the subject. Other articles are being published from time to time.

Another source of information is the Bureau of Markets of the U. S. Dept. of Agriculture. From the Bureau can be obtained booklets and bulletins giving the standards and treating of various phases of the subject. Careful study of all these publications, especially if it is in connection with actual experience in the handling of grain, will give a very good idea of correct determination of grain grades under the federal standards. A visit to the office of the Inspector of the market you favor with your shipments would help you.

Who Pays Demurrage?

Grain Dealers Journal: On a sale of a car of straw two cars were billed and during the delay in handling the extra car demurrage accrued. The railroad company has billed the shipper the demurrage amounting to \$165.73, with interest, and threatens suit. Does the shipper or the consignee have to pay the demurrage?—M. B. Lindemann, Delphos, O.

Ans.: Demurrage is a claim against the goods the same as freight, and the claim is good against the party claiming ownership. If the original consignee refused the goods the carrier can only hold the goods or sue the shipper. If the demurrage lawfully accrued the Interstate Commerce Act requires the carrier to attempt to collect. In this instance it appears that the extra car was billed thru error of the broker, and if the shipper is sued he should inform the broker and request the latter to make defense or pay the bill.

Is Carrier Liable When Shipper Loads a Poor Car?

Grain Dealers Journal: Some time ago I ordered a car for grain loading. The car furnished was old and dilapidated but had no sign on it "Not fit for grain." I was informed by the agent that this particular car was the only one I could get that day. After cooping the car the very best I could with a paper car liner and grain door lumber I loaded it with corn and shipped it to a receiver in a central western market. Shortly afterwards I received a report that the car was found leaking in several places on arrival.

Since I took a chance in loading the old poor condition car have I any grounds for claim against the railroad? Or, did the carrier make itself responsible for delivering my corn to destination when it accepted the car the way I had it loaded?—Len C. Hastings.

Ans.: The railroad company furnishing a car for grain loading is liable if the car leaks grain and the carrier can not prove carelessness on the part of the shipper such as leaving

a hole in the floor covered only with a loose board.

In making his claim for shortage the shipper should not allege that the car was unfit for loading after he had coopered it. His claim should be based solely on the difference between loading and unloading weights, as it is not necessary in order to recover, for the shipper to prove just how the missing grain got out of the car.

Best Location for Elevator?

Grain Dealers Journal: What part of the country will be best as a location for engaging in the grain elevator business?—W. F. M.

Ans.: The suitability of a location will depend much on individual likes and desires, as well as on other factors that one can only know by familiarity with all the circumstances. If the volume of grain production is sufficient one section should be as good as another, altho one station might not be satisfactory for some reason peculiar to the local situation. One must be guided in choosing a location by the results of a thoro study of the situation locally and in its relation to other governing factors, such as transportation, accessibility to terminal markets, etc.

How to Keep Water Out of Elevator Pit?

Grain Dealers Journal: I would like to ask thru the columns of the Journal if any one can tell me how to cement water out of an elevator pit. I am about to build in a spot where I know the water is only 5 feet down.—John McClune, Garnett, Kan.

Ans.: Concrete made from properly selected crushed stone and sand, combined with portland cement in the right proportions and thoroly mixed to the right consistency, carefully placed, and adequately protected during early hardening, will be watertight under all ordinary conditions. In other words, good concrete is water-tight. It is wiser to make a good concrete than to depend on any inside or outside coating. If a coating is used, an outside coat is better than an inside paint. The U. S. Shipping Board on its concrete ships used two coats of a 7½ per cent solution of magnesium fluosilicate, followed by two coats of spar varnish.

How to Determine Coal Weights?

Grain Dealers Journal: Recently I have begun the handling of coal as a side line and would like to know the rule to determine coal weights from the dimensions.—William Henry.

Ans.: The following figures are those generally used for measuring coal:

HARD COAL			
	Wt. per cu. ft.	Cu. ft. per ton.	
Hard coal (short rule).....	58	34	
Free burning varieties.....	57	37	
Hard nut	58.3	34.3	
Hard egg	58.1	34.4	

SOFT COAL			
	Wt. per cu. ft.	Cu. ft. per ton.	
Soft coal (short rule).....	50	40	
Pocahontas	50.4	39.7	
Illinois	47.2	42.4	
Hocking	49.3	40.6	

A complete table of coal weights and the number of cubic feet per ton is given in Davis' Coal Value Tables, No. 2.

Coming Conventions.

Oct. 27, 28. American Feed Manufacturers Ass'n, Washington, D. C.

Oct. 27, 28. Ass'n of Feed Control Officials of the U. S., Washington, D. C.

Oct. 28. Ohio Grain Dealers Ass'n at Columbus, O.

Nov. 29, 30, Dec. 1. Farmers Elevator Companies of Nebraska, Omaha, Neb.

Jan. 24, 25, 26. Iowa Farmers Grain Dealers Ass'n at Fort Dodge, Ia.

R. E. JONES of Wabasha, Minn., is conducting a vigorous campaign for a change in the Volstead Act to permit the brewing of beer containing not to exceed 2.75 per cent alcohol. His arguments are that farmers growing barley would be benefited, government revenues would be increased, illicit distilling of whisky discouraged and indulgence in moonshine diminished.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Condition of Indiana Farmers.

Grain Dealers Journal: Just recently I attended a farm sale that was held near here. After the close I was talking to the clerk who explained that he had only received five small notes and that the farmers were paying more cash this fall than he ever could remember. This fellow has clerked sales in this section for years. We see lots of old flivvers running around yet, but very few new ones.—Paul Garrison, Galveston, Ind.

Considerable Weevil in Ohio Wheat.

Grain Dealers Journal: A large number of cars of recent arrivals of wheat at Toledo have been infested with live weevil. The weevil were probably unnoticed by the shipper at the time of loading. Supervisor Cannon of the local government grain office suggests that grain should be sampled and screened before loading, as it is very difficult to see weevil in wheat unless it is screened. If weevil are found the wheat should be blown and screened or treated to eradicate the weevil before shipping.—Toledo Produce Exchange, A. Gassaway, sec'y.

Who Can Beat 106?

Grain Dealers Journal: Threshing operations in western Saskatchewan were delayed for a time on account of wet weather, but work has now been resumed and every effort is being made to get as much of it done as possible before freezing weather.

At Phippen, Sask., recently a record was established in the number of loads handled in one day. Two men in charge of the elevator weighed, graded and handled 106 loads containing 8,000 bus. of wheat. They managed to find time to load 3 cars during the day. Is that a good day's work?—Jack Pitman, Traveler.

Saw Toothed Beetles in Minneapolis Grain Receipts.

Saw toothed beetles commonly called bran bugs, are infesting the receipts of new northwestern grain at the Minneapolis elevators, according to A. C. Smith, chief deputy inspector of that market.

The pests have been found mostly in winter wheat and in the oats. Of the grain receipts of Oct. 3 more than 100 cars were found to be infested.

To stop the spread of the pest, Minneapolis grain elevator operators appealed to the state Railroad and Warehouse Commission for assistance.

Since Oct. 4 the Warehouse commission, the entomology department of the Minnesota University Farm and the grain supervision department of the Bureau of Markets have been conducting a campaign to eradicate the pest.

The adult of this pest is a very small slender, flattened dark brown beetle about one-tenth of an inch long. It has a thorax with six saw-like teeth on each side. The larva is a yellowish-white slender, very active worm.

WEEVIL are described and methods for their identification at all stages of their development are shown in a paper of R. T. Cotton which was published recently in the Journal of Agricultural Research. The article deals with the granary weevil, the broad nosed grain weevil, the coffee weevil and the rice weevil.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Toledo, O., Sept. 29.—A sample of Canadian oats from Saskatchewan was displayed recently on the floor of the Toledo Produce Exchange. They indicated that the Canadian oat crop is in deplorable condition. They showed very clearly the effect of the recent wet weather, being damp, sprouted and practically worthless. One thousand acres of oats from where the sample was taken were reported in the same condition.—P. E.

ILLINOIS.

Springfield, Ill., Oct. 5.—Wet weather has delayed wheat seeding and has caused some damage to corn. In the northern counties wheat is up and has a good stand. Seeding is beginning in the central and the southern sections. In many areas corn has been badly damaged by the ear worm. Husking of corn has begun in the north.—Clarence J. Root, meteorologist, U. S. Dept. of Agriculture.

Springfield, Ill., Oct. 8.—Ear worm damage to the corn has continued to increase and has generally been followed by moulds and fungi. Much corn is reported to be down with the grain rotting when lying on the wet ground. The quality is fast suffering impairment at present. Cutting is nearly over and husking has started and will be in full swing by the tenth to the twelfth of the month. No damage from frost has been reported. The seeding of winter wheat and rye is not up to the usual at this time. Rains have caused some delay and the farmers generally have been waiting for the fly free dates. The wheat acreage will probably exceed that of last year.—S. D. Fessenden, Agri. Statistician, U. S. Dept. of Agriculture.

IOWA.

Davenport, Ia., Oct. 7.—The damage from the cut worm and the mould is greater in some localities around here than in others. The corn that has fallen down has been damaged by the recent damp weather. The percent of damage will probably average about 10%. There are many fields that will be cribbed before the 15th. Seeding of winter wheat is nearing completion. Recent rains have started the grass.—J. H. Reiber.

KANSAS.

Hardtner, Kan., Oct. 5.—Seeding is nearly over. Most of the wheat is up and some of it is large enough to pasture. The farmers in this section are seeding a good deal of Canadian red and some little black hull. We had a good crop around here this year, altho most of the wheat was badly bleached before cutting.—James G. Fay.

Kismet, Kan., Oct. 7.—Grain movement has been very satisfactory here. About 70% of the crop has been marketed, and the farmers are very indifferent about marketing the remainder of the crop, as they have about cleaned up their obligations, leaving them in pretty good shape to keep their stuff off of the market for a while at least, and the present break in the market does not appear to worry them in the least.—Kismet Equity Exchange, per J. W. Brown, mgr.

MARYLAND.

Baltimore, Md., Sept. 28.—Not for many seasons past has there been so much wheat arriving as in the last two months at seaboard markets showing "fly" infestation, this wheat emanating principally from the nearby sections; and car after car of such wheat has required chemical treatment and fumigation, entailing not only added expense in its handling, but another effect of the ravages of the "fly" has been the diminished weight, which all such wheat shows, this also affecting its grading and value.—Baltimore Price Current.

MINNESOTA.

Cambridge, Minn., Sept. 26.—Wheat crop small and poor quality.—Nelson & Co.

NORTH DAKOTA.

Elgin, N. D., Oct. 1.—Crops are poor in this locality this year.—Christ Neuman, agt., Monarch Elevator Co.

Corinth, N. D.—Quality of the grain thru here is poor on account of the prevalence of black rust. The average yield was about 12 bus. to the acre. Oats averaged about 50 bus.—C. B. Askelson.

NEBRASKA.

Lodge Pole, Neb., Oct. 4.—Farmers are re-seeding wheat in this locality. Prospects are the poorest in years.—Farmers Union Co-op. Ass'n.

OHIO.

Columbus, O., Oct. 5.—During the present farming season in Ohio, altho it started out late owing to the wet spring, the crops have matured from two to three weeks earlier than usual. Cribbing of corn already is in progress in some sections of the state. Farmers generally over the state are observing the safe

Government Crop Report.

Washington, D. C., Oct. 8.—The crop reporting board of the Bureau of Markets and Crop Estimates makes the following estimates:

Crop.	Oct 1, 1921. indications bus.	December 1921. estimate bus.	Yield per acre 1921. ind.	† Acres 1921. bus.
Wint. wheat..	543,879	577,763	14.0	38,721
Spg. wheat...	196,776	209,365	10.9	18,023
All wheat...	740,655	787,128	13.1	56,744
Corn	3,163,063	3,232,367	29.0	108,901
Oats	1,078,519	1,526,055	24.0	44,829
Barley	163,399	202,024	21.2	7,713
Rye	64,332	69,318	14.2	4,544
Buckwheat...	14,263	13,789	20.6	691
Flaxseed...	8,878	10,990	7.1	1,242
Rice	33,020	53,710	38.2	864
Hay, tame...	*79,808	*91,193	1.39	57,432
Hay, wild...	*14,811	*17,040	.99	14,946
Kafrs	127,930	143,939	24.8	5,159
Peanuts	31,898	35,960	.....	.....
Beans	9,332	9,075	.....	.....

* Ton. † Three 000 omitted.

CORN.

State	Condition October 1, 1921.	Forecast 1921.* Av.	December 1921.* estimate.* 1920.
Pennsylvania	.94	86	69,011
Virginia	.75	84	39,855
N. Carolina	.75	84	51,956
Georgia	.87	84	90,315
Ohio	.88	84	150,089
Indiana	.80	82	160,711
Illinois	.81	76	309,058
Michigan	.93	78	64,097
Wisconsin	.96	81	89,338
Minnesota	.95	83	129,724
Iowa	.91	81	149,423
Missouri	.82	70	189,205
S. Dakota	.89	82	111,336
Nebraska	.83	71	217,410
Kansas	.74	49	124,039
Kentucky	.80	82	89,325
Tennessee	.86	82	93,070
Alabama	.77	80	73,104
Mississippi	.82	76	92,817
Louisiana	.83	76	47,600
Texas	.82	68	175,368
Oklahoma	.85	53	86,790
Arkansas	.87	74	64,856
U. S.	.84.8	75.7	3,163,063

FLAXSEED.

State	1921.* Bus.	1920. Bus.
Minnesota	.80	82
N. Dakota	.65	71
S. Dakota	.70	81
Montana	.50	65
U. S.	.66.8	71.4

* In thousands of bushels—i. e., 000 omitted.

OATS.

State	Yield per acre. 10-year aver- age. 1921.* Bus.	1920. Bus.	Total production in thousands of bus. 1921.* Dec. est.
New York	.24.0	33.2	28,416
Pennsylvania	.28.0	33.5	33,544
Ohio	.22.0	37.2	35,508
Indiana	.24.0	34.6	45,000
Illinois	.26.5	37.4	114,082
Michigan	.18.2	34.0	25,680
Wisconsin	.25.0	38.3	63,800
Minnesota	.24.0	34.3	82,560
Iowa	.26.0	37.7	157,846
Missouri	.20.0	26.8	36,920
North Dakota	.19.0	25.8	47,690
South Dakota	.22.0	30.4	50,292
Nebraska	.28.0	29.2	67,872
Kansas	.21.5	26.2	47,214
U. S.	.24.0	32.4	1,078,519

SPRING WHEAT.

State	1921.* Bus.	1920. Bus.
Minnesota	.9.5	13.4
North Dakota	.8.5	10.9
South Dakota	.9.0	11.0
Montana	.13.0	16.8
Washington	.15.0	17.1
U. S.	.10.9	12.7

* Preliminary estimate.

Buckwheat Crop Reports.

Detroit, Mich., Oct. 5.—No buckwheat has been delivered so far this year. The crop is all cut and looks fine and indications point to a good yield. The acreage is about 90% normal.—The Commercial Milling Co.

St. Cloud, Minn., Oct. 7.—Buckwheat is a normal crop around St. Cloud. The quality is 100%, the crop being nice and dry. Farmers are holding back on account of the low prices being offered.—The H. C. Ervin Co.

Plainwell, Mich., Oct. 7.—The buckwheat crop in this section is not as large as it was last year. The quality of this year's crop is very good and the yield is larger than ordinarily. The growing of buckwheat has decreased in this section each year.—J. F. Eesley Milling Co.

Baldwinsville, N. Y., Oct. 7.—Farmers in this section are not raising as much buckwheat as they did in the past. But very little has been sown this season. Cannot estimate the yield as yet as I have not seen anyone who has threshed their buckwheat.—Mercer Milling Co., per N. S. Sanute.

Cadillac, Mich., Oct. 6.—We have a larger acreage of buckwheat this year than we had last year and as far as we know the crop is good and believe the yield is better than last year. A great deal has been offered in the past few days and we believe the crop will be in the hands of the dealers early.—The Harris Milling Co.

West Branch, Mich., Oct. 6.—The 1921 buckwheat crop acreage is 30% less than the 1920 acreage. The yield will be about one-half of that of normal years. The quality of the crop is very good. The acreage of the buckwheat crop in this locality seems to be decreasing in favor of other more profitable crops.—Edward E. Evans, Ogemaw Co.

Cohocton, N. Y., Oct. 7.—In spite of the fact that the Government report calls for a buckwheat crop of about two million bus. short of normal, in our opinion this year's yield will be considerably above normal. We are buying freely today, at places where we have never been able to buy any before. The crop this year, in spite of rain at harvest time, bids to be very fair.—Larowe Buckwheat Flour Corporation, by A. L. Bailey, treas.

Benton, Pa., Oct. 7.—The acreage of buckwheat is large in this section this year and the buckwheat is the finest quality we ever saw. Our crop is early and we think we have more buckwheat than usual, altho this is not general. Altho our mill is not the largest, it is one of the best equipped. Our years of experience have taught us that we can match and surpass any buckwheat mill in the world.—Benton Roller Mill, per John J. Mather, prop.

Wilkes Barre, Pa., Oct. 6.—The acreage of buckwheat grain in this section is about 80% of last year. Judging from the buckwheat we have seen so far this season, the quality is good. We understand the yield varies in different sections, averaging anywhere from 20 to 30 bushels to the acre. The markets on all coarse grains recently have been going down daily, and, based on the present prices of wheat, corn and oats, we believe buckwheat grain should not be worth over \$1.50 per 100 lbs. delivered our track, although we did pay \$2.00 per 100 lbs. for early buckwheat. The farmers in this vicinity show a tendency to decrease instead of increasing the acreage on buckwheat grain.—The Miner-Hillard Milling Co., per J. E. Alexander, sec'y.

Wyalusing, Pa., Oct. 7.—The first ten days of buckwheat threshing in this section has furnished us the surprise of our buckwheat experience. Judging by farmers' statements and our own observation, we did not anticipate to exceed 70% of a normal yield, as the acreage was considerably less than last year, due to the dry weather at plowing time. It was the consensus of opinion that the hot, dry spell during the month of August had very badly damaged the growing grain. The surprise consists in the fact that threshing returns show the biggest average yield per acre of the last ten or fifteen years. We are now firmly convinced that a normal yield will result in this section. The quality of the grain so far threshed is excellent and the flour yield good. A week or ten days of dry weather will see practically the whole crop

housed or threshed. Nearly all mills and shippers started paying \$2 per cwt. to farmers, but have now reduced offers 25 to 30 cents per cwt. Had the price remained as at first, practically the whole crop would have been marketed as fast as farmers could deliver it to elevators. The lower price has checked deliveries, but we predict a free movement of the crop, providing the price remains at, or above, the average of other grains.—Welles Mill Co., per Fisher Welles, Jr.

Oats Movement in September.

Receipts and shipments of oats at the various markets during September, compared with September, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	92,000	300,000	.....	57,750
Chicago	6,306,000	9,697,000	5,607,000	3,886,000
Cincinnati	310,000	690,000	380,000	344,000
Duluth	864,816	1,856,882	1,338,432	11,284
Ft. William	1,972,372	816,335	3,671,637	605,063
Indianapolis	1,128,000	1,650,000	1,250,000	1,748,000
Kansas City	923,100	895,000	247,500	403,500
*Los Angeles	23	15	.....	.....
Milwaukee	1,721,640	3,980,910	1,997,553	1,680,695
Minneapolis	4,217,340	4,563,160	1,747,780	1,942,410
New York	941,426	.....	55,000	70,560
New Orleans	1,110,000	1,168,000	790,000	916,000
Omaha	251,044	412,044	.....	.....
Philadelphia	2,437,260	2,786,000	1,724,990	1,893,695
St. Louis	64,000	130,000	.....	.....
St. Joseph	352,800	.....	236,460	230,729
Toledo	2,000	30,000	2,000	30,000
Wichita .....	.....	.....	.....	.....
*Cars .....	.....	.....	.....	.....

Barley Movement in September.

Receipts and shipments of barley at the various markets during September, compared with September, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	472,369	1,380	272,224	19,873
Chicago	694,000	1,076,000	304,000	332,000
Cincinnati	2,600	24,700	.....	.....
Duluth	1,572,000	636,899	1,586,000	299,519
Ft. William	2,129,860	1,041,670	1,820,548	516,150
Galveston .....	.....	.....	.....	66,944
Kansas City	223,500	144,000	102,700	76,700
*Los Angeles	79	135	.....	.....
Milwaukee	920,760	1,175,820	403,769	212,740
Minneapolis	1,378,880	3,006,870	1,066,860	2,204,220
New York	637,691	.....	579,000	.....
New Orleans .....	.....	.....	23,333	1,059,574
Omaha	180,400	118,800	163,800	111,600
Philadelphia	18,323	1,593	.....	.....
St. Louis	80,000	179,513	16,590	45,430
St. Joseph	15,750	.....	.....	.....
Toledo	3,600	9,800	.....	2,381
Wichita	2,500	.....	2,500	.....
*Cars .....	.....	.....	.....	.....

Rye Movement in September.

Receipts and shipments of rye at the various markets during September, compared with September, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	791,189	713,411	824,121	373,571
Chicago	207,000	554,000	298,000	402,000
Cincinnati	16,800	48,000	16,800	27,600
Duluth	3,394,000	3,038,541	4,417,119	2,459,372
Ft. William	631,709	315,071	498,819	117,526
Galveston .....	.....	.....	none	.....
Indianapolis	26,000	84,000	23,800	88,200
Kansas City	63,800	82,500	15,400	20,900
*Los Angeles	4	7	.....	.....
Milwaukee	158,070	558,800	214,190	547,150
Minneapolis	562,880	659,000	191,150	469,190
New York	101,836	.....	201,000	.....
New Orleans .....	.....	.....	none	.....
Omaha	321,200	205,700	215,600	201,300
Philadelphia	59,238	133,990	18,516	88,256
St. Louis	75,900	80,500	17,940	25,970
St. Joseph	3,000	.....	.....	.....
Toledo	97,200	118,800	123,180	75,275
Wichita	1,000	5,000	1,000	5,000
*Cars .....	.....	.....	.....	.....

Corn Movement in September.

Receipts and shipments of corn at the various markets during September, compared with September, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	950,000	195,000	738,000	57,000
Chicago	23,406,000	12,061,000	17,238,000	2,683,000
Cincinnati	330,000	350,400	130,800	156,000
Duluth	1,118,910	3,148	802,073	.....
Indianapolis	1,258,600	1,269,800	765,800	1,051,000
Galveston .....	.....	.....	none	.....
Ft. William	108,440	99,914	120,612	37,553
Kansas City	372,500	493,750	633,750	236,250
*Los Angeles	74	29	.....	.....
Milwaukee	3,937,375	1,437,050	5,356,775	416,850
Minneapolis	4,217,340	4,563,160	1,747,780	1,942,410
New York	437,163	.....	331,000	.....
New Orleans .....	.....	.....	385,711	32,500
Omaha	1,450,400	3,116,400	4,146,000	2,906,400
Philadelphia	295,105	68,488	318,025	.....
St. Joseph	594,000	430,500	.....	.....
St. Louis	1,855,100	1,517,742	1,171,790	961,000
Toledo	338,750	184,650	55,690	19,315
Wichita	7,000	17,508	5,000	12,000
*Cars .....	.....	.....	.....	.....

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CANADA.

Calgary, Alta., Oct. 5.—Elevators thruout Alberta are paying 95 cents for wheat delivered by the farmers. This is the first time in two years that Alberta wheat dropped below \$1.—M. W.

Ottawa, Sept. 27.—Stocks of grain in Canada at the close of the crop year on August 31, 1921, as compared with 1920: Wheat, 13,727,088 bus. against 9,290,425 bus. in 1920; oats, 43,960,349 bus. against 9,680,917 bus.; barley, 3,849,439 bus. against 1,502,430 bus.; rye, 830,550 bus. against 121,772 bus. The quantities for 1921 are made up as follows: Wheat: In farmers' hands, 2,144,400 bus.; in elevators, 4,831,175 bus.; in transit by rail, 6,031,889 bus., and in flour mills, 719,624 bus. Oats: In farmers' hands, 29,657,300 bus.; in elevators, 12,616,110 bus.; in transit by rail, 1,336,001 bus.; in flour mills, 350,938 bus. Barley: In farmers' hands, 1,072,900 bus.; in elevators, 2,120,519 bus.; in transit by rail, 628,733 bus.; in flour mills, 27,287 bus. Rye: In farmers' hands, 53,500 bus.; in elevators, 437,430 bus.; in transit by rail, 328,922 bus., and in flour mills, 5,698 bus.—Dominion Bureau of Statistics.

ILLINOIS.

Litchfield, Ill., Oct. 5.—The first new corn was loaded here for shipment today.

Peoria, Ill., Oct. 6.—A car of new corn arrived at this market today grading No. 4 yellow and testing 18% moisture.—J.

Chicago, Ill., Oct. 4.—The wheat movement was heavy and early this year and has now rather passed its peak, which usually comes in October. This leaves proportionately less wheat to move during the remainder of the fall and winter, but there still is a great volume of other grains to move. This is particularly true of corn.—H. E. Byram, pres. C. M. & St. P.

IOWA.

Davenport, Ia., Oct. 7.—Farmers in this vicinity have a small percentage of their old corn still in their cribs.—J. H. Reiber.

INDIANA.

Galveston, Ind., Oct. 8.—The wheat crop around Galveston is about all moved.—Paul Garrison.

KANSAS.

Penokee, Kan., Sept. 29.—Very little grain left in farmers' hands.—F. H. Greiff.

Wellsford, Kan., Oct. 2.—Grain movement is very slow at this time; about 70% of the crop is shipped out. We have a good corn crop to move later.—C.

Kansas City, Mo.—Local elevators are receiving an excessive amount of low grade wheat which requires constant attention to keep it in condition.—R. C. K.

Wheat Movement in September.

Receipts and shipments of wheat at the various markets during September, compared with September, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	1,870,879	4,787,413	1,827,825	4,757,056
Chicago	4,050,000	3,920,000	4,436,000	5,249,000
Cincinnati	264,000	434,000	271,200	264,000
Duluth	15,333,466	8,632,000	13,630,000	5,627,000
Indianapolis	243,100	517,400	161,200	322,400
Galveston .....	.....	.....	5,891,000	7,759,355
Ft. William	27,490,890	12,642,327	17,151,550	7,934,775
Kansas City	11,990,700	7,597,800	7,730,100	4,730,400
*Los Angeles	277	190	.....	.....
Milwaukee	1,042,275	357,130	1,290,677	221,969
Minneapolis	16,774,960	14,066,110	5,103,220	5,220,780
New York	6,391,431	.....	3,053,000	.....
New Orleans .....	.....	.....	3,976,133	10,554,861
Omaha	4,197,600	3,116,400	4,146,000	2,906,400
Philadelphia	3,509,665	3,078,543	1,636,520	1,985,417
Port Arthur .....	.....	.....	.....	.....
(Tex.) .....	.....	.....	543,000	218,274
Portland (Ore.) .....	.....	.....	4,730,280	1,936,743
St. Louis	5,457,000	4,503,213	4,639,230	3,578,855
St. Joseph	2,224,000	885,000	.....	.....
Texas City .....	.....	.....	1,465,000	.....
Toledo	858,000	456,600	156,240	73,194
Wichita	3,568,600	1,580,000	2,000,500	790,000
*Cars .....	.....	.....	.....	.....

increased acreage of wheat planted this fall here, as the farmers all complain of labor trouble at harvest time, and say that the trouble is too great for the revenue that they get out of the crop.—Kismet Equity Exchange, per J. W. Brown, mgr.

NEBRASKA.

Lodge Pole, Neb., Oct. 4.—Seventy per cent of the last crop has been shipped from this locality.—Farmers Union Co-op. Ass'n.

OREGON.

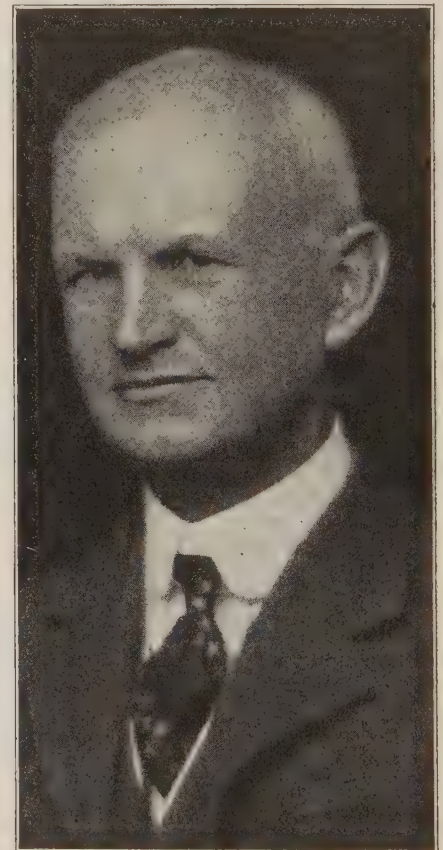
Portland, Ore., Oct. 5.—In the month just ended Portland exported 4,730,280 bus., compared with 1,454,000 bus. for the same month last year. For the three months ending Sept. 30 the exports were 11,355,257 bus., compared with 5,089,957 bus. for the same period last year, this being the largest amount of wheat ever shipped out of a Pacific coast port in a similar period. The last two weeks in September showed Portland wheat receipts of more than 2,500 carloads, compared with but 13,390 for the entire calendar year 1920.—P. E.

J. H. MacMillan New Pres. of Minneapolis Chamber.

A forceful and vigorous administration of the affairs of the Minneapolis Chamber of Commerce may be expected under the presidency of J. H. MacMillan, who was honored with that office Oct. 6.

As pres. of the Council of Grain Exchanges three years ago he fought almost single-handed to make that organization strong enough to accomplish something.

For several terms he was chairman of the com'te on rules of the Chamber of Commerce, and a member of the com'te on terminal elevators, as well as a director of the Chamber. Like many other leaders in the grain business at Minneapolis his experience has been broad, including the operation of a line of country elevators, terminals and a grain receiving business, and he is well qualified to fill his new position acceptably. He has long been an officer of the Cargill Elevator Co. His portrait is given in the engraving herewith.

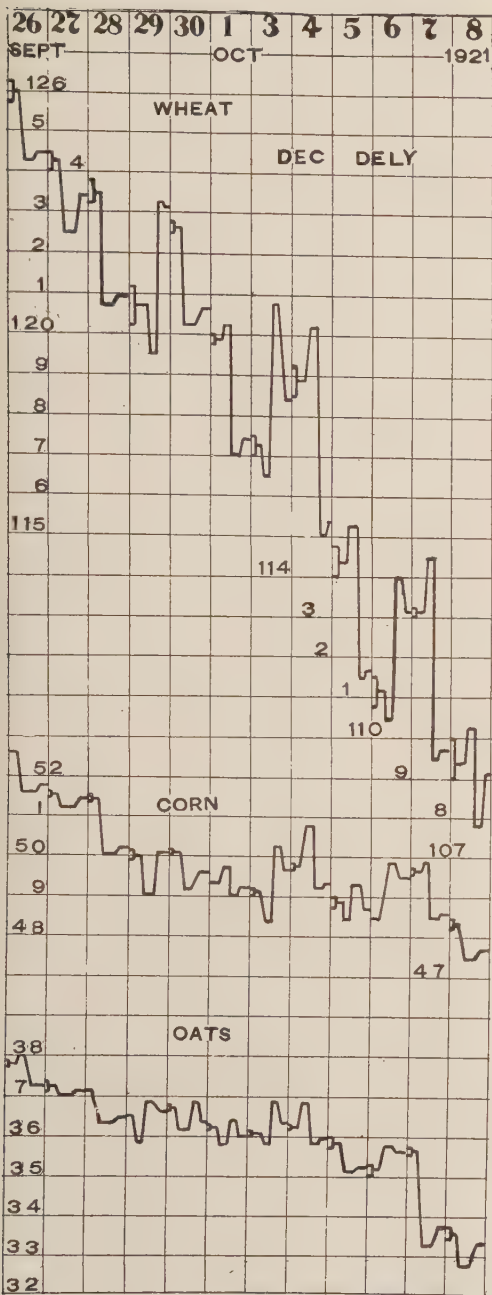


J. H. Mac Millan, Pres. Minneapolis Chamber of Commerce.

Chicago Futures

The Food and Drugs Act as It Applies to the Adulteration of Grain

By R. E. Doolittle, Chief, Central District, Bureau of Chemistry



I wonder if it has ever occurred to you that the underlying principles of the pure food laws are simply the ethics of an honorable business—the refusal to permit the sale of an article of food which may be injurious to health and the requirement that all others shall be sold for exactly what they are. If all transactions in food and drug products were carried out under these principles, there would be no need for pure food and pure drug laws. But as one writer has said, "To sell nothing for something and make a good profit was one of the earliest ideas for amassing wealth," and adulteration, sophistication, and falsification of foods and other products have existed from the days of ancient history. Our greatest trouble today, as I see it, is that we have reached a stage where through long association with these practices we often regard an adulteration with a tolerance that, to say the least, is surprising and is far from the basic principles of good business.

During the early months of this year we received a large number of complaints of unfair competition in the shipment into interstate commerce of oats said to be adulterated by the addition of water, screenings, wild oats, weed seeds and similar materials. As a result of some investigations and inquiries made, it appeared that in at least some instances there was a misunderstanding in the trade as to the application of the Food and Drugs Act to grain for reason of the subsequent enactment of the Grain Standards Act.

Food Law Violated the Grain Standards Complied With.—Some members of the grain trade were of the opinion that water, screenings, mill oats, and similar materials could be added to oats without violating any law, provided the percentage of water or amount of other foreign material did not exceed the limits of the definition for oats or the particular grade under which sold as promulgated in the regulations for the enforcement of the Grain Standards Act.

If such practices were legitimate, it meant that a grain dealer might purchase oats with a moisture content of 10 to 11 per cent, which I believe was the general average of last year's crop, add 3½ to 5 per cent of water and sell the product as oats, or he might purchase oats at the top of a grade, add foreign matter to the extent permitted by that grade and sell the mixture under the same grade as purchased or even add foreign matter to the extent of 25 per cent and still sell his mixture as oats. Such practices, if permitted to continue, could only result in a demoralization of trade. It has been said that "competition is the life of trade," and so it is where on the two sides we have industry and alertness guided by honesty and integrity, but it is not true of the unfair competition of dishonest, sophisticated products against honest, unadulterated ones.

Such competition, if it may be called competition, always results in the honest product being driven from the market and the honest merchant out of business. Apparently this was the situation the oat trade was fast approaching last spring. Adulterated oats had practically driven the pure product from the market in certain sections of the United States. Complaints received by the Department stated that "Matters have come to such a pass that we are compelled to follow suit or absolutely

sacrifice our business." Every pound of water and every pound of screenings, weed seeds and wild oats sold in these adulterated products took the place of a pound of oats, and the price of pure oats was lowered throughout the entire country by the sale of these adulterated products.

The loss to the farmers and to the smaller elevators must have been tremendous when we consider the value of the entire oat crop of the United States, to say nothing of the fraud perpetrated upon the consumer. Just so long as a single elevator cheapens the price of oats by adulteration just so long will the price of pure oats be lowered thruout the country. The trade refers to the screenings and wild oats as coming from the Northwest where it is stated that they are separations obtained from the cleaning of wheat. I wonder how many of you know that in the past large quantities of screenings have been imported into this country from Canada. In this connection the following extract from a newspaper item is of interest. It reads as follows:

"Fort William, Ont., message says: Grain screenings, worth \$20 a ton 18 months ago and from which Canadian farmers and grain companies obtained \$5,000,000 annually in export to the United States, are being dumped into Lake Superior by local elevators. This by-product is no longer of value owing to the decline in the price of sheep which fed largely on screenings." The feeding of sheep is not the principal use for screenings in this country.

The Federal Food and Drugs Act applies to oats and other grains intended for either human or animal food in exactly the same manner as it does to meat or bread or butter or sugar or any other article of human food. Section 6 of the Act defines the term "food" to "include all articles used for food, drink, confectionery, or condiment by man or other animals, whether simple, mixed, or compound." In other words by definition of the term "food," the provisions of the Food and Drugs Act were made to apply to the products intended for food for animals as well as those intended for food for man.

Then the Act defines the various ways in which an article of food shall be deemed to be adulterated. These are as follows:

"If any substance has been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

"If any substance has been substituted wholly or in part for the article.

"If any valuable constituent of the article has been wholly or in part abstracted.

"If it be mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed.

"If it contains any added poisonous or other added deleterious ingredient which may render such article injurious to health.

"If it consists in whole or in part of a filthy, decomposed or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter."

The addition of water, screenings, wild oats, weed seeds or other foreign matter to oats or other grains is expressly prohibited by paragraphs 1 and 2 of these definitions, i. e., in such mixtures they are substances substituted wholly or in part for oats and mixed or packed with the oats so as to reduce or lower or injuriously affect their quality or strength. This seems so plain to me that I can hardly appreciate how there can be any misunderstanding on the part of anyone in the trade.

The Grain Standards Act contains no clause repealing or changing any portion of the Food and Drugs Act or does it in any way nullify any provisions of the Food and Drugs Act. As indicated by its title the Grain Standards Act is an act providing for the establishment of grades for grain as found on the market in order to facilitate business transactions in that commodity. It has nothing to do with the purity of the grain further than to assure the purchaser if he buys under a grade that the product delivered will fall within certain limits as to weight per bushel, moisture content, broken and damaged kernels, other grains and foreign material—factors which I take it determine its merchantability and its suitability for the various uses to which the grain may be put and thus fix its market value.

The framers of the Grain Standards Act and Congress in its deliberations during passage must have considered that the matter of adulteration of grain was adequately taken care of by the provisions of the Food and Drugs Act, an act covering the adulteration and misbranding of all articles of food, and enforced by a

Daily Closing Prices.

The daily closing prices of wheat, corn and oats for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT.

	Sept. 26.	Sept. 27.	Sept. 28.	Sept. 29.	Sept. 30.	Oct. 1.	Oct. 3.	Oct. 4.	Oct. 5.	Oct. 6.	Oct. 7.	Oct. 8.
Chicago	124½	123½	120½	123	120½	117½	118½	115½	111½	113	109½	109
Kansas City	116½	115	113½	114½	112	109½	110½	107½	103½	105½	101	100½
St. Louis	124½	123½	121	122½	120½	117½	118	115½	114½	112½	109½	108½
Minneapolis	139	137½	135½	137½	134	130½	117½	126½	122½	124½	120½	119½
Winnipeg	136½	131½	128½	128½	126½	122½	122½	117½	113½	113	111½	111½
Toledo	135	135	133½	132	130	130	131	127½	124½	125½	129	.....
Milwaukee	124½	123½	121	123	.....	117½	118½	115½	111½	113	109½	.....

DECEMBER CORN.

	Sept. 26.	Sept. 27.	Sept. 28.	Sept. 29.	Sept. 30.	Oct. 1.	Oct. 3.	Oct. 4.	Oct. 5.	Oct. 6.	Oct. 7.	Oct. 8.
Chicago	51½	51½	50½	50	49½	49½	49½	49½	48½	49½	48½	47½
Kansas City	43½	43½	42	41½	41½	40½	41½	40½	40½	40½	40½	39½
St. Louis	49½	49½	48½	48	47½	47½	47½	47	46½	47½	46½	45½
Milwaukee	51½	51½	50½	50½	.....	49½	49½	49½	48½	49½	48½	.....

DECEMBER OATS.

	Sept. 26.	Sept. 27.	Sept. 28.	Sept. 29.	Sept. 30.	Oct. 1.	Oct. 3.	Oct. 4.	Oct. 5.	Oct. 6.	Oct. 7.	Oct. 8.
Chicago	37½	37½	36½	36½	36½	36	36½	35½	35½	35½	33½	33½
Kansas City	35	34½	34	34	33½	.....	33½	33½	32½	32½	31½	31
St. Louis	37	37	36	35½	36½	36	36½	35½	35½	35	33½	33½
Minneapolis	32½	32½	32	32½	31½	31½	31½	30½	30	30½	28½	28½
Winnipeg	43½	43½	43½	43½	43	42½	42½	41½	39½	40	38½	38½
Milwaukee	37½	37½	36½	36½	.....	36	36½	35½	35½	35½	33½	.....

scientific Bureau in no way connected with the commercial transactions in grain. The entire situation may be summed up in the statement that the Food and Drugs Act applies to grain now in exactly the same manner as it did before the passage of the Grain Standards Act.

A discussion of the addition of water to oats always brings up the question of bleaching. Few complaints have ever come to our attention of the addition of water to other than the sulphur bleached oats. It has been stated that the sole object of bleaching was to add water, particularly with a crop of the quality of that of the past year.

Bleaching is said to remove ground or weather stains and fungus and give the oats a polish and generally improved appearance. This matter has been before the Department a number of times, as you know. In July, 1912, Food Inspector Decision No. 145 was issued after careful consideration had been given to the evidence obtained at a public hearing by the Secretary of Agriculture. The principles set down in this decision have never been changed by any subsequent decisions of the Department and in order to refresh our memories I am going to read F. I. D. No. 145:

"The Department of Agriculture has received numerous inquiries relative to the application of the Food and Drugs Act to oats, barley, and other grains bleached with the fumes of sulphur. It appears that by this process grains which are damaged or of inferior quality may be made to resemble those of higher grade or quality, and their weight increased by addition of water. Such products, therefore, are adulterated within the meaning of the Food and Drugs Act of June 30, 1906, and can not be either manufactured or sold in the District of Columbia, or in the Territories, or transported or sold in interstate commerce.

"It is represented, however, that grains which are weather-stained, or soil-stained, the quality of which is in no wise injured in other respects, are sometimes bleached with sulphur fumes. Pending the report of the Referee Board of Consulting Scientific Experts as to the effect upon health of sulphur dioxide, and the results of experiments being made by this Department as to the effect of sulphur-bleached grains on animals, no objection will be made to traffic in sound and wholesome grains which have been bleached with sulphur dioxide and from which the excess water has been removed, provided that each and every package is plainly labeled to show that the contents have been treated with sulphur dioxide. Bulk shipments should be properly designated on invoices. The terms 'purified,' 'purified with sulphur,' 'processed,' etc., are misleading and not proper designations for these products.

"Attention is also called to the fact that grains bleached with sulphur fumes may have their germinating properties very seriously impaired."

Additional Rulings on Bleaching.—There have been, however, several announcements issued subsequently to F. I. D. No. 145 for the purpose of making more clear certain points which have arisen in connection with the enforcement of the law or in reply to inquiries of general interest to the trade. The first of these was in November, 1915, and is designated as Announcement No. 150, S. R. A. Chemistry 15. This simply reaffirms F. I. D. No. 145 and was issued in response to a request from the trade for a suspension or modification of the F. I. D. for reason of the conditions of the 1915 crop of oats. In January, 1916, a second announcement, No. 166, S. R. A. Chemistry 16, was issued in response to inquiries from the trade which elaborates on F. I. D. No. 145, explaining in some detail the Department's position on this question. This is of interest and I will read it:

"The department has been asked to clarify or modify item 150 in S. R. A. Chem. 15, dealing with oats bleached with sulphur dioxide, and also to explain its position in respect to the mixing of barley and other grains with oats. The department's views are as follows:

First. Oats which, at the time of shipment in interstate or foreign commerce, contain moisture, which has been added by bleaching or other artificial treatment, are adulterated under the Food and Drugs Act. In considering whether any lot of oats contains added moisture, the department is guided by the facts relating to that particular lot and not by the moisture content of other individual lots, nor by the average moisture contents of the crop of oats for that entire year. It is not the practice of the department, however, to recommend seizures or prosecutions on account of added moisture in oats as a result of bleaching unless such added moisture exceeds 1 per cent.

Second. The changing of the color or appearance of oats by treatment with sulphur fumes presents a question as to the application of the part of paragraph 4 of section 7 of the Food and Drugs Act, 'in case of food,' by which articles of food are declared to be adulterated if they be 'mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed.'

"This provision is not a general prohibition against coloring. Under it only those oats are

adulterated which are damaged or of inferior quality and which have the damage or inferior quality concealed by the bleaching.

"The department is informed that the bleaching of oats does not always conceal damage, but sometimes makes it apparent. In other cases, it is claimed that the bleaching of damaged or inferior oats serves to remove the damage or inferiority rather than to conceal it. Whether or not the bleaching of oats as commonly practiced conceals damage or inferiority cannot be finally decided on the facts now available. Investigations are being conducted, however, with the object of obtaining adequate information on which the department may reach a conclusion as to whether the bleaching of oats conceals damage or inferiority under all conditions, or, if not under all conditions, under what conditions.

"Pending the conclusion of these investigations and the announcement of the results thereof, the department will not recommend proceedings under the Food and Drugs Act solely upon the ground that oats which have been bleached with sulphur fumes have been colored or stained in a manner whereby damage or inferiority is concealed, provided, that in the case of bulk shipments of oats, the fact that they have been bleached with sulphur dioxide is shown on invoices, Bs/L of lading, and inspection certificates, whenever such certificates are issued, by using the terms 'bleached with sulphur dioxide,' 'sulphur bleached,' or 'sulphured,' and in the case of shipments in bags, the bags are plainly marked to the same effect. The terms 'purified,' 'purified with sulphur process,' and the like, are misleading and therefore are not regarded as being proper designations of these products. The department will not hesitate, however, to recommend proceedings under the act, without notice, if it appears that the conditions herein specified are not complied with or if it appears that the bleaching of oats results in actual fraud."

Added Moisture Not Permissible.—There is one statement in this announcement to which I especially wish to refer. The last sentence of paragraph three states that "It is not the practice of the Department, however, to recommend seizures or prosecutions on account of added moisture in oats as a result of bleaching unless such added moisture exceeds 1 per cent." There appears to be some misunderstanding concerning this 1 per cent tolerance. Some of the elevators appear to have been under the impression that an additional 1 per cent of moisture was allowed in sulphur bleached oats. That is incorrect. This statement was merely an explanation of the procedure followed by the Department in the consideration of cases arising either for seizure or for prosecution, and the tolerance of 1 per cent was made for variations in analytical methods and results and what might be reasonably expected under good commercial conditions of handling.

It is not intended that oats bleached with sulphur shall, when shipped into interstate commerce, contain any added water. The Bureau of Chemistry has now under consideration the elimination of this sentence in order that there shall be no misunderstanding in the trade in this respect.

I also desire to call your attention to the statement in this announcement that the proper terms for labeling oats which have been bleached with sulphur is "Bleached with Sulphur Dioxide," "Sulphur Bleached" or "Sulphured" and that the bags shall be plainly labeled. This means that the legend should be placed on the bag in connection with the name of the product in plain and conspicuous type. The practice of stenciling bags on or near the bottom where the legend is obliterated or entirely removed by dragging the bag across the floor is not in compliance with this decision.

There is one more announcement which has been made by the Department relative to water in oats or other grain and that is No. 330, S. R. A. Chemistry, 24, issued in January, 1920. This is of interest for reason that it was issued subsequently to the enactment of the Grain Standards Act and promulgation of the standards for oats. It reads as follows:

"The addition of water to wheat or other grains which come within the jurisdiction of the Federal Food and Drugs Act is in violation of that law, regardless of whether or not the moisture content of the grain after such treatment falls within the tolerances permitted by the official grain standards of the United States. Such a practice is clearly defined as an adulteration in section 7 of the act, and will be proceeded against accordingly.

"The addition of screenings, weed seeds, foreign grains, or similar substances comes within the same prohibition."

Mixtures of Grain and Screenings.—There have also been issued certain announcements which refer to mixtures of two or more grains and to mixtures of grain with screenings and similar materials. The first of these, Announcement No. 123, S. R. A. Chemistry 13, was issued by the Department in May, 1915. This consists of replies to a number of inquiries received which were of general interest to the trade. Some of these are very pertinent

to our discussion. For instance the question is asked, "Is it lawful to ship mixtures of grain into interstate commerce?" The reply is made that "It is the opinion of the Bureau that under the provisions of the Food and Drugs Act, it is not illegal to ship mixtures of various grains in interstate commerce provided each party to the transaction understands the true nature of the mixture and provided further that the product is sold, billed (including all railway records), invoiced and labeled (in case a label is used) as a mixture of such and such grains. It is the opinion of the Bureau that the names of the grains present in the mixture should be given in the order of their weights, beginning with that which is present in the largest amount."

Another question asked and answered is as follows: Question—"Is it lawful to ship mixtures of grain screenings with low-grade wheat, rye, oats, barley or other grains in interstate commerce." Answer—"It is the opinion of the Bureau that under the provisions of the Food and Drugs Act, it is not illegal to ship various grains mixed with grain screenings in interstate commerce, provided that each party to the transaction understands the true nature of the mixture, provided the product is sold, billed (including all railway records), invoiced and labeled (in case a label is used) as a mixture of such and such grains with grain screenings, and provided the grain screenings have feeding value. In naming such a mixture the predominating ingredient (grain screenings or the particular grain in the mixture) should be placed first."

Another question and answer which directly refers to our discussion reads as follows: Question—"Is it lawful to ship in interstate commerce rye, oats, barley, or other grain to which any foreign matter has been added?" Answer—"It is the opinion of the Bureau that the interstate shipment under the name of rye, oats, barley, etc., as the case may be, of grain to which any foreign matter whatsoever has been added would constitute a violation of the Food and Drugs Act. Such products should be labeled in accordance with the principles laid down in answers to questions above. If the foreign matter added be filthy, decomposed, or putrid, or contain poisonous ingredients, which might render the mixture injurious to health the product would be adulterated irrespective of how branded."

Still another question and reply on the matter of addition of foreign material is as follows: Question—"Would the addition of weed seeds to rye be an adulteration?" Answer—"A product which is shipped in interstate commerce and sold, invoiced, billed, or labeled as rye is adulterated under Section 7 of the Act if weed seeds have been mixed with the rye. The same rules that apply to labeling mixtures of various grains and screenings apply to mixtures of rye and weed seeds. Poisonous weed seeds should not be added to feed or food products under any circumstances. Such feed or food stuffs would be adulterated within the meaning of the Food and Drugs Act."

Barley Mixed Oats.—Again in Announcement No. 166, S. R. A. Chemistry 16, to which we referred in our discussion of added water, the following statement is made: "The Department is of the opinion that oats containing not over 5 per cent of barley or other grain which has not been added to the oats after they were harvested but which were present with the oats in the field may be designated 'oats.' The Department is further of the opinion that oats with which barley or grain has been mixed after harvesting are adulterated and misbranded if they are labeled and sold as oats. Such mixtures should be sold, billed (including all railway records), invoiced, and labeled (in case a label is used) as a mixture of oats and the added grain. It is believed that the grains present in the mixture should be given in the order of their weights, beginning with that which is present in the largest amount."

And then finally in Announcement 330, S. R. A. Chemistry 24, issued subsequently to the passage of the Grain Standards Act, the warning is given that the addition of screenings, weed seeds, foreign grains or similar substances is clearly defined as an adulteration in Section 7, of the Act and will be proceeded against accordingly.

In addition the official standards for oats as promulgated by the Department and distributed to the trade, contain this provision: "Food and Drugs Act. Nothing herein shall be construed as authorizing the adulteration of oats by the addition of water, by the admixture of clippings or hulls, decomposed salvage oats, other grains, or any other foreign materials, or otherwise in violation of the Food and Drugs Act of June 30, 1906."

It would seem that with these definite provisions of the law and the full and complete information of the Department's attitude given in the form of food inspection decisions and service and regulatory announcements, there could be no misunderstanding in the trade. If these matters were complicated or involved, there might be some excuse for a misinterpretation. But as I said at the beginning, the principles of the Food and Drugs Act are simply the ethics of honest business and the

way is clear and plain for the merchant who conducts his business along such lines.

The duty of the Department of Agriculture in the application of the provisions of the Food and Drugs Act to these forms of adulteration is plain. The Department cannot lay down regulations and decisions and then stop. It must use every resource at its command to see that the law and the regulations are complied with.

Plans have been formulated to suppress the traffic in adulterated oats wherever found and we propose to put these plans into effect and in this we expect the support and hearty co-operation of the trade itself.

Missouri Rejects Farmers Finance Plans.

Information by wire from St. Louis is to the effect that the supervisor of the Missouri blue sky com'iss'n has formally notified the Farmers Finance Corporation that it will not be authorized to sell its stock in Missouri.

The Farmers Finance Corporation is one of the proposed subsidiaries of the U. S. Grain Growers, Inc., and it has previously been refused a license to sell stock in Indiana and Minnesota. In its opinion refusing the license applied for, the Minnesota Securities Com'iss'n declared "the offer and sale misleading and deceptive."

Reduce Transportation Charges.

Everybody admits the great desirability of having a general reduction in freight rates on all commodities, but a general reduction is out of the question so long as the Railway Labor Board keeps in force the unfair working agreements and the high scale of wages. If freight rates were reduced 50% the cost of all commodities would be so greatly reduced as to quickly encourage free buying on the part of the consuming public.

The small reduction in grain rates which takes effect today in eastern territory is a bit encouraging; but much more is needed to encourage active buying.

The heavy reductions in the prices of farm products have come out of the farmer, while those carrying his products to market are getting almost as much as during the war. All must come down to a more reasonable basis.

A BILL introduced into the House by Rep. Baker of California would appropriate \$90,000 to kill grasshoppers.

AMSTERDAM, HOLLAND, has increased its grain handling facilities with a new grain elevator which has a capacity of 60,000 kilograms per hour. The elevator which is located along the Bornekade is built entirely of concrete and contains four scales on which the sacked grain can be weighed under the supervision of a licensed weigher. The construction work was done by J. Schutter Hzn. of Rotterdam and the elevating machinery was supplied by the firm of A. G. Machinefabrik Hartmann, located at Offenbach, Germany.

Meeting of Chief Grain Inspectors.

The annual meeting of the Chief Grain Inspectors National Ass'n was held Oct. 3 at Chicago, in connection with the convention of the Grain Dealers National Ass'n.

The report of Sec'y-Treas. F. B. Tompkins, of Peoria, showed a surplus in the treasury, with a substantial increase in amount over that of last year. Only about \$15 had been expended since the last meeting; and it was decided that there will be no collection of dues unless the money is required, in which event members will be notified of the fact.

E. H. Culver, Toledo, was elected pres.; Geo. H. Tunnell, St. Paul, vice-pres.; and F. B. Tompkins, Peoria, sec'y-treas.

The following resolution was unanimously adopted:

Resolved, that the sec'y of this body is hereby instructed to notify Hon. Henry Wallace, sec'y of the U. S. Dep't of Agriculture, that the Chief Grain Inspectors National Ass'n recommends that those parts of the Federal Grain Standards Act which specify that "grain infested with live weevil or other insects injurious to stored grain shall be graded Sample Grade," shall be stricken from the Standards and the following rule substituted:

Weevily wheat, corn or oats shall be such grain which is infested with live weevil or other insects injurious to stored grain. All such grain shall be graded and designated according to the grade requirements applicable to such grain if it were not weevily, and there shall be added to and made a part of the grade designation the word "Weevily."

P. D. Connors, Buffalo: We frequently are asked to split cargoes arriving via lake into several lots. In such cases it is inevitable that there will be variations in grade, especially in percentages of foreign material. We will, therefore, not always get the same grade on each of the lots that the inspector at the other end made at time of loading.

A. A. Breed, Milwaukee, spoke on the practice of issuing split certificates on cargoes. He said his office has been forced to employ extra clerks this season to care for this work alone, as shippers sometimes ask to have split certificates issued on a cargo by dividing the original quantity into lots of 50,000 bus. and then by subdivisions of these lots into still smaller lots.

Sam Smith, Chicago: The only way to stop split certificates is to stop issuing them. We have fought this out several times but the practice continues. I know of occasions when we have been asked to issue split certificates 6 months after the original cargo inspection and when the grain had been in an elevator in the East for a long time. It is not right. The inspector does not know whether the grain, which the split certificate will be made to accompany, ever was part of the original cargo.

Chas. J. Peters, Chicago: In one market they have even gone so far recently as to ask us to send them blanks for split certificates so they can fill them in themselves.

It was pointed out that an effective way to

stop the split certificate evil would be for the Dep't of Agriculture to refuse to permit licensed inspectors to issue such certificates.

The following resolution was unanimously adopted:

Resolved, that the splitting of certificates of cargoes of grain after unloading into elevators be discontinued, as certificates so issued may not represent the true grade of the grain when reloaded.

Pres. Culver read the rye standards which have been sent out to grain supervisors for tentative consideration. Some discussion of the grades ensued, and it was the consensus of opinion that the inspectors should present their recommendations to the Dep't of Agriculture at the proper time. Further action on this matter was deferred until announcement of the program of the Dep't is made.

J. S. Hart, Kansas, spoke on the grades for grain sorghums. He explained that new standards were adopted effective Aug. 1 by his state, and by the inspection dep'ts of certain other states and markets. These standards, which were worked out in conjunction with the Dep't of Agriculture, will be tried for a time to determine their workability. It was Mr. Hart's opinion that official standards will ultimately result from this experience.

T. B. Armstrong, Kansas, pointed out the difficulties that lie in the path of the inspector in grading grain sorghums. He dealt especially with the cane seeds and the various hybrids between grain sorghums and cane seeds, pointing out that many of them can only be identified by a well informed technical man. The need for better distinction between the various sorghums, hybrids and cane seeds was stressed by Mr. Armstrong.

Adjourned to go in a body to pay an official visit to the offices of O. F. Phillips and R. T. Miles of the Dep't of Agriculture, and that of Chas. J. Peters, chief inspector at Chicago.

Following these visits the convention was declared adjourned *sine die*.

Ottawa, Ill., Studies Marketing.

A meeting of farmers and representative business men of the community surrounding Ottawa, Ill., was held recently at that city. Leslie F. Gates, former pres. of the Chicago Board of Trade, delivered an instructive and comprehensive address in explanation of the marketing of grain, following the course of American grains from producer to consumer. He explained the workings of the competitive system that has been developed in this country to a point not known in any other portion of the world, showing the reasons for its efficiency and pointing out its benefit to both producer and consumer.

R. I. Mansfield, chairman of the special executive com'te of the Grain Dealers National Ass'n, reviewed the work that has been done by that organization in its campaign of education against radical programs and class legislation.

Some of the Chief Grain Inspectors at the Chicago Meeting.



Front Row, left to right: David H. Larkin, Baltimore; J. S. Hart, Kansas City, chief Kansas Dep't; F. B. Tompkins, Peoria; Seth Catlin, Boston; E. H. Culver, Toledo; G. H. Tunnell, St. Paul; Paul Larson, Sioux City; Lee D. Irving, Louisville; Chas. J. Peters, Chicago. Back row, left to right: Geo. F. Munson, Cincinnati; George Powell, Omaha; A. A. Breed, Milwaukee; W. S. Powell, Cairo; J. M. Roberts, Nashville, Tenn.; Sam Smith, Asst. Chief, Chicago; T. B. Armstrong, Kansas City, Asst. Chief Kansas Dep't; S. A. Holder, Indianapolis.

Weighmasters' Conference at Chicago

The 4th annual conference of Weighmasters and Scalemen was held in the Sherman Hotel Oct. 2, one day in advance of the convention of the Grain Dealers National Ass'n. About 40 were in attendance when Chairman H. A. Foss, Weighmaster of the Chicago Board of Trade, called the conference to order at 10 a. m.

The report of a com'te appointed at last year's conference on rules for "Maximum Loads for Old Box Cars" was submitted. This com'te consisted of A. E. Schuyler, Chicago, C. G. Stoodly, Chicago, and F. H. Schlunkert, St. Louis. The conclusions of this com'te, to the effect that proposed rules to apply to old cars for loading with bulk grain are dangerous and impractical, were accepted. Therefore, the adoption of such rules was not advocated by the conference.

A report was read by J. A. Schmitz, chairman, for the com'te on "Enforcement of Recommendaory Regulations Covering Equipment in New Elevators." It was voted to make the com'te permanent, with instructions to keep in touch with elevator designers and builders, and in case the latter carry out their plan of forming a Grain Elevator Builders Ass'n, to confer with its officers on the subject.

Adopt Standard Weight Card.

A paper on "Co-operation vs. Isolation in Weighing Matters" was read by F. C. Maegly, chairman A. R. A. Grain Conference Com'te. Mr. Maegly criticized the terminal grain weighmasters for not conforming more enthusiastically to the conference regulation for co-operation and co-ordination of weighing dep'ts.

The result of the recommendations and criticism made by him, and the discussion which followed the reading of his paper, was to order the adoption of a standard weight reporting card for the use of weighing dep'ts. This card is to be tacked on the grain doors of each outbound car at the time of loading, or on some other part of the car where it will be easily found when the car is unloaded. The card is to be designed primarily to permit of investigations in the case of weight differences while the car is still at hand and the grain in the scale, and to enable unloading weighing dep'ts to confer with loading dep'ts in cases of excessive weight differences.

Chairman Foss read a paper on "Our Reputation for Efficiency and Honesty in Weighing Matters." This reviewed the experiences of the past year, quoting extensively from correspondence that has passed between a number of weighmasters and scale men on the general subject of weights and scales. He emphasized the importance of weighing supervision as defined at the conference in Milwaukee in 1918 under the name Standard Weight Supervision. He showed that compliance with the regulations of the Weighmasters-Scalemen Conference is vital to the success of any well organized weighing department.

A little amusement was injected into the conference when Sec'y H. W. Ewert, of Chicago, asked the question: "How Would You Like to be the Sec'y of a Fundless Ass'n?" He touched upon the cost of postage and other incidental expenses, and a com'te was appointed to draft a constitution and by laws to perpetuate the organization and place it on a sound basis. This com'te is composed of Messrs. Neale; J. A. Schmitz, Chicago; C. G. Stoodly, Chicago; M. H. Ladd, Milwaukee; P. P. Quist, Minneapolis.

Defining Responsibility.

M. H. Ladd, Milwaukee, read a paper on "Responsibility: Scale Manufacturer vs. Elevator Builder. Who? Why?" Mr. Ladd

showed that the owner of the plant, the designer and builder and the scale manufacturer each have definite responsibilities in the selection, manufacture and installation of weighing equipment. He pointed out that there must be co-operation and a perfect understanding between all of the parties to the end that plant and scale will be correctly designed and so co-related that accurate results and satisfactory operation will be obtained.

Mr. Ladd read a letter written by a grain elevator builder following a controversy between the builder and an unnamed weighing dep't regarding the installation of solid type lever as against truss type lever scales in a certain elevator then under construction. The weighing dep't had favored the solid type, and in his letter the builder referred to some rules and regulations of weighing dep'ts generally as "whims of weighmasters."

It was shown that the proposed specifications for the guidance of scale manufacturers were compiled by all interests concerned, and that these specifically provide for solid type levers in scales of the capacity involved in the controversy mentioned in the builder's letter.

The consensus of opinion was that these "weighmaster's whims" are now considered by competent authorities to be the best scale designing practice.

Hopper Scales.

A short address on scale design, especially as it applies to hopper scales, was delivered by H. O. Hem, scale engineer of Toledo, O., who was introduced by Chairman Foss as "a theorist whose theories invariably work out in practice."

Mr. Hem stated it as his opinion that hopper scales of large capacity can be so designed that slight deflections in the foundations or supporting structures will not affect the accuracy of the scale. He explained the basis for his conclusions by stating that small capacity lever scales of the portable type now in use may be thrown out of level to a certain degree without impairing their accuracy, while a hopper scale has an even better opportunity to give correct results because its load is applied and removed gradually and with little or no impact or vibration.

In illustrating his theory, Mr. Hem said he has been able to reverse the error so that a scale weighing heavy at half load and light at full load will weight light at half and heavy at full capacity, and this by making a mere alteration in its design.

"In most steel and concrete elevators," he said, "there is so little opportunity for settling or misalignment that the scale foundation or support would be adequate if the scale itself is correctly designed."

Answering a question about scale testing, Mr. Hem said that he does not consider 1,000 lbs. enough weight to give a worth while test for a hopper scale of large capacity.

Grain Dust Explosions.

An interesting address on "Grain Dust Explosions, Their Causes and Prevention," was delivered by R. H. Moore, an engineer, of Cleveland, O. Following his talk, Mr. Moore exhibited stereopticon slides showing the details of dust collecting apparatus as applied to grain elevators.

Some portions of Mr. Moore's address followed the lines of other explanations of the theory of dust explosions, others were somewhat technical, while at least two points touched upon are somewhat new to the grain elevator operator's understanding of explosions.

It is his opinion that we may be able to account for some explosions on the basis of spontaneous combustion and the generation of

explosive gasses incident thereto, and that percussion is an agent aiding in the propagation of explosions.

In explaining the theory of spontaneous combustion Mr. Moore said that it is not infrequent to find piles of grain dust and chaff in elevator basements and lower runways, and that the addition of moisture to this material may set up action causing rise in temperature which extends to the point of smoldering. As this smoldering continues gasses are generated, and being lighter than air they rise. If there is no draft to carry them away the gasses may accumulate in an inverted pocket, there to await ignition. Ignition itself may come from the outside, or from the pile of disintegrating material. If from the pile, it is easy to understand how the glow from the smoldering mass will ignite the gasses adjacent to it as it breaks thru the top of the pile, and the flame thus kindled will follow the column of rising gas to the accumulation in the pocket. An explosion results. It may not be of much force in itself, but it provides the shock to dislodge quantities of dust from beams, walls and floors, and the heat to ignite the dust thus thrown into suspension in the air. If other explosions follow the plant may be wrecked.

In enlarging upon the theory of percussion Mr. Moore stated that it may in a manner account for the greater destruction wrought by dust explosions in concrete houses than in wood structures. He illustrated this theory by an explanation of the action in certain internal combustion engines where the air in the cylinder is compressed until enough heat is generated to fire the oil fuel as it is sprayed into the combustion chamber. This compression of air he likened to that which takes place when a dust explosion forces volumes of air, dust and gasses into concrete tanks from which there is no vent, raising the pressure to the point where the explosive mass is fired. This, he said, will explain in part the propagation of explosions and their transmission to portions of the plant far removed from the point of the initial blast.

J. A. Schmitz, ass't weighmaster Chicago Board of Trade, explained briefly the results of the scale specifications conferences recently held in Chicago and reported on page 421 of the Grain Dealers Journal for Sept. 25th.

The Question Box.

As in previous meetings of the conference, a Question Box was provided for the reception of queries the members desired to hear discussed.

Sweeping Tolerances.

A question proposed by A. E. Schuyler, Grain Door Reclamation Bureau, Chicago: Should the Conference establish and adopt a Sweeping Tolerance to govern the permissible maximum grain residue that may be left in "unloaded" cars?

Considerable discussion of this matter developed no opposition to the principle that a Sweeping Tolerance should be established. Some difference of opinion was expressed as to the quantity that such a Tolerance should set up as the maximum.

A resolution introduced by Mr. Schuyler authorized the appointment of a com'te to make sweeping tests and to report its recommendations at the next meeting of the Conference.

The following com'te on Sweeping Tolerance was appointed: A. E. Schuyler, Chicago; Geo. A. Wells, Sec'y Western Grain Dealers Ass'n, Des Moines, Ia.; M. H. Ladd, Chief Weigher Milwaukee Chamber of Commerce.

Blocking Cars on Scales.

What is the maximum speed at which cars may be moving at the time of blocking on track scales.

This question brought forth a lengthy discussion in which several members of the conference took part, and it also disclosed the fact that there does not exist reliable data upon which to base an answer. The scale manufacturer's provision and allowance for impact enters for consideration, and this may vary in scales of different types; while it also becomes necessary to determine the exact impact delivered against the scale members at the moment when a car is stopped by sudden blocking as it moves across the scale.

A comprehensive answer to the question not being forthcoming, it was decided to appoint a com'te to investigate the subject and to draft rules governing the blocking of cars for submission to the next meeting of the conference.

This com'te consists of F. H. Schlunkert, C. G. Stoddy and J. A. Schmitz.

Registering Beams on Old Scales.

Should the installation of weight registering beams be required on old scales?

It was the general opinion that the application of registering beams to old scales is just as desirable as their use on scales of new installation, but it was realized that there would be almost insurmountable difficulties in the enforcement of such a requirement.

A resolution was adopted calling upon all terminal grain weighing dep'ts to request the owners and operators of elevators now in operation to install registering beams on all their scales, and to enforce the Conference regulation requiring registering beams on all new installations.

Testing Loading Spouts.

What is the best method of testing "loading spouts" called for by the Weighmasters' Scalemen's Conference regulations on "loading spouts?"

Ans.: Inquiry has developed that compliance with this regulation is being carried out by different means. One is to examine the spout as the grain is running thru on its way to the car. Another is to block the spout by submerging the end in the grain in the car, or by closing the lower end of spout by means of burlap, which is forced in the loading spout allowing it to fill up into the scale and balancing the scale with the scale open, just as shipping bins and spouts for loading grain aboard boats are tested.

Over and Under Weights at Terminals.

Why do some cars "overrun" in weight, and other cars "fall short" in weights between given terminals where "standard weight supervision" is in effect?

Ans.: In this question we are asked practically to solve the entire weight difference problem. During the past 20 years we have had the privilege of reading many lengthy treatises in the form of books, pamphlets, and circulars, compiled by Mr. Foss' efficient department, all of which are for the purpose of clearing up this very question of over-runs and shortages, but in spite of all this literature the question is still very much with us.

If we were in position to answer this question satisfactorily, the terminal grain weighmasters in a very short while would all be without jobs.

Recording Grain Condition.

Do the rules of the Weighmasters Scalemen's Conference provide that weighers should invariably record in their records any grain weighed by them that is in a heating condition? If not, in view of the fact that heating grain loses in weight, why not?

Ans.: A careful review of the rules of the Weighmasters Scalemen's Conference shows no mention of such a provision. If there is any weighmaster who fails to record heating grain, either into or out of cars, he is not protecting his weighing dept'. It is a well known fact that heating grain loses weight and there is no reason in the world why a weighmaster should put himself in the possible position of taking blame for weight differences caused by heating grain.

Such a rule is not necessary so far as the Conference is concerned, any more than the rules of the Conference should state that a weighmaster should record leakage when he finds it, since both properly belong in the record of the car.

Locomotives on Scales.

Can anyone explain, comprehensively, why there is so much objection to the running of engines over railroad track scales?

Ans.: The concentration of the great weight of a locomotive on certain sections of a scale is objectionable, since in many cases the sectional capacity of the scale is not equal to the load. Bear in mind that the weight concentrated at a given point, in the case of an engine, is very much greater than the weight imposed at any given point by a heavily loaded freight car. With all that has been said on this subject by weighing authorities, including railroad and grain weighing dep'ts., if anybody is allowing engines to run over ordinary track scales they ought to have their heads examined. We use this severe language for the reason that the question suggests that there is some weighmaster somewhere who still condones the practice of allowing engines to run over track scales.

Shortages and Overruns in Adjacent Cars.

What is the natural deduction where a car falls short a given amount and another car just preceding it, or following it, at the same leg or scale, overruns approximately the same amount? Is this proof of error in weighing at the elevator where such two cars were unloaded and loaded as the case may be?

Ans.: The natural deduction is that where a shortage and over-run of like amount occurs at a given elevator, at a given leg, at a given scale, one car preceding another, the cause for such over-run and shortage is at such handling elevator. While this is the natural deduction, it does not follow that this is always the case,

but where, under such circumstances, a shortage goes unexplained there will always be a suspicion in everybody's mind, including the weighmaster performing the weighing at such an elevator, that there was a mix-up of some kind, or a transposition of car numbers, at that elevator. Hence, it behooves every weighmaster to adopt every means possible to carry on his supervision and make his records show that in case such a shortage and over-run should occur, he will be in a position to prove that the cause for the difference is elsewhere.

Recording Nature of Leaks.

I was severely criticized because of a report made by my dep't that a car was leaking grain. The criticism was based on the failure of my dep't to state whether or not the car was leaking freely or otherwise. The car was short in weight \$800 worth of grain. The loader admitted that the leakage, indicated by my notation, did not cause an \$800 loss, and the un-loader admitted the same thing. Yet, in the absence of any other evidence showing cause of discrepancy, the loader insisted, positively, that the railroad should pay the loss. All concerned, shipper, receiver and railroad, criticized me for not being more explicit in describing extent of leakage and probable loss. I understand this case is to be taken to court in spite of shipper and receiver both admitting that my dep't's description of leakage does not suggest an \$800 loss.

Question: Is it the practice of terminal grain weighing dep'ts, who provide inspectors for inspecting cars, to indicate on their leakage reports the extent of leakage by notations such as "slight leak"—"leaking freely"—"large depression in grain"—"small depression in grain"—etc.? For my part, I would like to carry out the practice of the leading terminal grain weighing dep'ts in this matter.

Ans.: So far as the records of my dep't are concerned, our men are instructed to make notations when recording leakage to fit the case. If a leakage is small or slight they record accordingly. If the leakage is a free leakage, it is reported as "grain leaking freely." If the evidence should suggest serious loss of grain, that fact is recorded, even to the extent of reporting large depressions in grain. Similarly, in reporting evidence of grain stolen out of cars, our men are instructed with a view of determining, if possible, whether the loss through such theft amounted to much or little.

I believe that it is not fair to the shipper or receiver, to the railroad or to the weighing dep't for a car inspector to pound a few kernels out of the sheathing of a car, or out of a grain door of a car, and merely state "car leaking," but should say "car leaking slightly," or "grain door leaking slightly," or some suitable notation to fit the case.

I believe the weighmaster in this case who states that he was seriously criticized by the shipper of the grain, by the receiver of the grain, and by the railroad, deserved the criticism. In fact, his own stating of the case shows that his failure to make proper and intelligent notation of this leakage is going to cause a lawsuit in spite of the fact, according to his own statement, that the shipper and receiver of the grain freely admit that the leakage which his man reported could not possibly have caused an \$800 loss.

Test Cars.

What is the relative value of testing track scales (1) with a short wheel base test car, (2) with a long wheel base test car, (3) with standard 50 pound weights to 8% of the capacity of the track scale as required by the Weighmasters' Scalemen's Conference, using a heavily loaded freight car in the latter case in conjunction with the test weights?

What is the preferable wheel base for a test car, and what is the proper weight of a test car, with which to test a track scale?

In the use of test cars for testing track scale, how is a weighmaster to know that such test car is in proper seal. In other words, is it safe for a weighmaster to accept a scale based on a test car test without having the means of checking the accuracy of the attested and claimed weight of the test car?

Ans.: A short wheel base car is the best method of testing track scales provided the short wheel base test car is of sufficient weight and provided its attested weight is known to be correct.

From 6 to 7 feet is the accepted length of wheel base for test cars. The proper weight for such a test car ranges from 80 to 100 thousand pounds.

It is my understanding that a master scale would cost in the neighborhood of \$25,000, and added to this must be the cost of ground and housing. I am having enough trouble making ends meet without providing a master scale on which to prove the attested weight of test cars. Under the circumstances, therefore, I shall continue to test the track scales in my territory with a sufficient number of sealed U. S. standard test weights and a heavily loaded short wheeled base freight car. However, I lose no chance, in addition to these tests, of using scale test cars when they are provided by the various railroad companies and also when they are provided by the government. In addition to these tests with test weights and with standard

test cars, I also take advantage of every opportunity to make comparative tests as between two track scales, as between hopper scale and track scale, and vice versa.

Sunday meetings were discussed, and the com'te on Constitution and By Laws was instructed to ascertain the desires of members of the Conference on this subject. The com'te was further instructed to confer on the matter with the sec'y of the Grain Dealers National Ass'n before reaching a decision. Many favored Sunday meetings, while others opposed them and expressed the hope that same way can be found to have the meetings occur on a week day.

John Winchester, weighmaster at Galveston, was not present at the Conference, but he sent a cordial invitation urging the Conference to hold its next annual meeting in his city.

H. A. Foss, Chicago, was re-elected chairman and H. W. Ewert, Chicago, sec'y.

Adjourned *sine die*.

The Ladies.

The entertainment for the ladies was a happy success.

Mrs. E. L. Merritt was chairman and proved her ability by looking after each detail; and her graciousness by her pleased guests.

Those assisting Mrs. Merritt were Mrs. J. P. Griffin, Mrs. L. F. Gates, Mrs. Adolph Kempner, Mrs. G. E. Marcy, Mrs. W. C. Jackson, Mrs. H. A. Rumsey, Mrs. J. J. Stream, Mrs. Frank A. Miller, Mrs. John Weinand, Mrs. J. R. Mauff, Mrs. A. S. Jackson, Mrs. J. J. Fones, Mrs. J. C. Murray, Mrs. C. S. Clark, Mrs. G. B. VanNess, Mrs. W. K. Mitchell, Mrs. Ralph Shuster, Mrs. D. Howard Lipsey.

Monday evening the ladies accompanied their husbands in two hours and nineteen minutes of constant laughing at Tip-Top where Fred Stone is the comedian.

One of the two cunning little twins of the show exhibited her scratched knee to Mr. Forbell of New York. Was he fussed? Did he blush?

On Tuesday the ladies left at ten A. M. for a tour of the parks, partial tour, one should say, as Chicago's park system would take a day to see adequately. The lovely fern room in Garfield conservatory was the beauty-spot which many wished to cherish in their memories forever.

Mrs. Bert K. Smith said it was worth the trip from Texas to see.

An elegant luncheon was provided at Edgewater Beach hotel. An orchestra, soloist and the view of the dashing waves of Lake Michigan gave charm and interest, while a Chicago hostess at each table gave a feeling of hospitality.

In the evening the ladies joined the men in their sumptuous banquet at the Drake Hotel.

There was such an air of dignity and speeches of such real quality that one felt proud of the grain dealers and their morale.

G. D. N. A. to Move Campaign Headquarters.

The emergency which prompted the Grain Dealers National Ass'n to open temporary offices for its special executive com'te in Chicago has passed, and the work of the com'te will be transferred to the offices of the Ass'n at Toledo.

RABASA & LIMA, a grain and feed commission firm at Havana, Cuba, has been dissolved. Manuel Rabasa is in business now at Lonja 420, Havana.

To IMPROVE the quality of the wheat produced in the surrounding country a movement has been started by the Ogden, Utah, Grain Exchange to induce farmers to plant Turkey Baart, Bluestem, Dicklow and Marquis varieties.

The Banquet.

The splendid banquet tendered the visiting grain dealers Tuesday evening by the Chicago Board of Trade was a fitting climax to the attractive program of entertainment prepared by the local committee. Everyone thoroly enjoyed the dinner and the addresses and sung the praises of the Com'te on Arrangements.

The large banquet hall of the luxurious new Drake Hotel was cleared and arranged anew for the 1300 grain dealers and their ladies. A large orchestra vied with Benson's quartet and song leaders to keep the large assembly happy and singing.

The dinner itself was enjoyed by what was perhaps the largest number of persons ever attending a similar function at a convention of grain dealers. After the cigars had been lighted, Toastmaster Joseph P. Griffin, pres. of the Chicago Board of Trade, introduced successively Hon. Frank O. Lowden, ex-Governor of Illinois, and Asbury F. Lever, chairman of the Federal Farm Loan Bureau.

Mr. Lowden based his address on the thought that the proper relation between the prices of all products and services cannot be disturbed without harm to all elements of society; and that we cannot hope for a return of normal relations until the equilibrium of values and wages is restored. The prices of farm products, he said, are as a whole about on the prewar basis of 1913, while prices of other commodities and of manufactured products are 40% to 75% above that basis, thus putting farmers in a difficult position. The remedy is that of helpful mutual service in which all shall take part.

He advocated the working out of some means to arrive at the settlement of trade balances by the investment of capital rather than in the transfer of goods and gold, and that some way should be worked out to place our surplus cotton in the hands of European factories and workmen so they can obtain relief thru industry and thrift. We must provide an outlet for our surplus agricultural products or readjust our whole industrial system.

Mr. Lever paid a distinct tribute to the value of individual initiative when he said he is more disturbed at the type of boys and girls who are leaving the farm for the city than in their mere numbers because it is the adventuresome and energetic type, possessed of initiative, that is making the change.

He declared that an increase in the yield of farm products is not enough because too frequently additional production means lowered profits, and he charged our system of distribution is economically unsound because it forces 75% of the staple agricultural products on the market in 3 to 5 months. This, he said, results in an autumnal dip in prices and strains finances and transportation facilities.

This speaker asserted there is need for the elimination of all unnecessary elements between producer and consumer, altho he refrained from pointing out just what elements are unnecessary.

Touching on the need of machinery for holding part of the staple agricultural products off the market until they can be disposed of in a more orderly manner, he said that the warehouse act has been a step, but that we must find a better way to meet credit needs of farmers. The Federal Reserve System does it in normal times for short terms, according to Mr. Lever, and the Federal Farm Loan System for long terms, but he expressed the opinion there is a gap between the two. To fill up this gap he referred to two plans that have been proposed, namely, pools of agricultural products and an amendment of the Federal Reserve Act; and he predicted that we may expect legislation in the next 12 months.

He let it be known that he believes farm problems are the problems of all, and that it is the part of each to help farmers to select leaders of broad vision and tested courage to guide their business into the right channels.



BANQUET EXTENDED TO
GRAIN DEALERS NATIONAL ASSOCIATION
ON TUESDAY EVENING
TWENTY-FIFTH ANNUAL CONVENTION
BY
THE BOARD OF TRADE OF THE CITY OF CHICAGO
DECEMBER OCTOBER 4, 1921.

Some of the 1,300 Who Attended the Banquet Tendered the Grain Dealers' National Ass'n by the Chicago Board of Trade Oct. 4, 1921.

The G. D. N. A. Celebrates 25th Anniversary in Chicago

The 25th annual meeting of the Grain Dealers National Ass'n was called to order by Pres. Ben E. Clement of Waco, Tex., shortly after 10:30 a. m., Oct. 3 in the Sherman Hotel at Chicago, Ill., with nearly 200 present. The singing of "America" and other songs preceded the invocation of divine guidance by the Rev. Henry Seymour Brown.

Pres. Clement urged all to have their railroad certificates validated for the reduction in fare, as 350 were required.

Joseph P. Griffin, pres. of the Chicago Board of Trade, welcomed the dealers with the following address:

Address of Welcome.

World wide price deflation has been the conspicuous event of the last year. This economic upheaval has affected all classes, none has escaped its scorching touch. In its wake there has followed depression, inactivity and great losses. These latter misfortunes have naturally produced unhappiness and discontent. Nowhere has this been more evidenced than with the farmer.

That the processes of deflation and liquidation have wrought havoc with the American agriculturist is undeniable. His plight is in no respect chargeable to the machinery employed to market his products. On the contrary abundant evidence is at hand which convincingly demonstrates that the American farmer today is the beneficiary of the greatest and most efficient marketing system yet devised. Further, all thoughtful persons recognize that this awful catastrophe, this depression, was not local, nor confined to any single group, but in fact was world wide and embraced all classes.

This unfortunate economic situation has brought in its path great trials and tribulations to the American grain trade. In fact, its very existence and permanence has been threatened. Measures have been projected at national and state legislative centers, which in the event of adoption would have utterly destroyed the existing machinery for marketing grain without providing an adequate substitute. Happily, these efforts to destroy legitimate enterprise, this vicious attempt to coerce legislation, destructive and inimical to the welfare of all our people, including producers, met with disastrous defeat. While the laws have been enacted at Washington and in several of the states, such measures are purely regulatory. After eight months of searching investigation by bodies, in no respect friendly, neither Congress nor the states could find any basis to suggest any material alteration in the present marketing structure. This vindication of our industry is emphasized when considered in connection with the fact that last January the majority of law makers were undoubtedly in favor of our destruction in part, if not in whole.

Much proposed legislation was nothing less than a bold attempt to destroy the present highly competitive marketing system and substitute in its stead a species of monopolistic control. This sinister plan was to be sugar-coated and sanctified under the shallow pretense that it was a co-operative producers' movement. In plain fact, it was sponsored by an aggregation of self-constituted agitators and false prophets who in self-interest and for personal aggrandizement were attempting to capitalize the unhappiness and discontent of the farmer. Dissatisfaction was the foundation stone upon which they hoped to build and the attack on the marketing system was the smoke screen to excite and stimulate the farmer into furnishing the sinews of war.

I would not leave you with the impression that I am attacking the good faith of all connected with this movement. I realize fully that scores of zealous and honest followers were prevailed upon to support the leaders. Any personal reference has to do with those engaged in legislative activity and in circulation of false propaganda.

The leaders in this movement are in retreat. Despite their inexperience and utter lack of marketing knowledge, they have been exposed as paying themselves enormous salaries. The farmer has learned that the glowing promises made to enlist his financial support are impossible of performance. Without the farmers' money to be supplied in abundant plenty this plan was foreordained to failure and thus we

are now witnessing the almost complete collapse of this embryonic monopoly.

Our experience at legislative centers clearly demonstrates that the country is governed too largely by groups, by minority groups. These groups organize to demand legislation, municipal, state or national, and often obtain it, generally at the expense of the unorganized.

Business, the great keystone of our prosperity, is organized for business only. The time has come when it must organize to take its share in government, to protect itself against class legislation.

At the state capitols, at the national capitol, one finds the representatives of these minority groups, vigorously pressing for legislation of benefit to themselves, regardless of the effect on the rest of the country. These groups are not prominent as taxpayers. That item is left largely to business. Business is not represented in these bodies. Business is expected to remain at home and bear up against a sea of troubles in an endeavor to pay the nation's bills.

You don't find organized business at Washington or Springfield trying to get laws to put the school teacher or the physician out of existence, or trying to pass legislation which will destroy the farmer or some other class for his enrichment. No, the only time the business man goes there is when one of these minority groups is trying to destroy his business. Then he goes in self-defense.

We, in the grain trade, know what that is, and at the last moment we rush down to Washington or Springfield, make the best fight we can against forces of prejudice and radicalism that seem almost insurmountable.

Somehow we keep up hope and get through and come home thankful that there remains in the country a few (pitifully few) real statesmen who are not too willow before group clamor.

This is not a businesslike way of fighting for our place in the sun. Apparently the time has come when business men must organize the political end of business along economical business lines in order to preserve rights at the minimum of expense and effort. It would seem necessary to inject enough business into politics to keep politics out of business.

However, the widespread criticism thus engendered threatened complete junking of the grain marketing machinery with the prospect of a theoretical untried substitute that would have meant financial ruin for the farmer.

Congress was prevailed upon to pass legislation to satisfy this destructive criticism. Legislation that provides rigorous regulations for the exchanges and which eliminates the features to which the critics have objected. The grain trade will strive to observe the letter of the new law as long as it is judiciously administered.

The grain trade does not fear new marketing schemes. Indeed, it would welcome any marketing method superior to the economical system that has been developed in the last three-quarters of a century. But the economists know that such a substitute, which would really serve the farmer as the grain exchanges now serve him, is but a remote possibility, despite brave words to the contrary.

We, of the grain trade, do not object to being eliminated by competition, but, while God gives us breath of life, we shall fight any and all attempts to eliminate us by legislation.

E. C. Eikenberry, of Camden, O., in responding on behalf of the grain trade, said:

Response to Address of Welcome.

There is a welcome to places that are strange and there is a welcome home which is more congenial and savors less of formality. Pres. Griffin has bid us tarry for a few days in a city having dominant interests in common with each member of this Ass'n or with all grain dealers the world around. Every business day of the year every man who trades in grain keeps open his windows toward Chicago. The very name of the city suggests grain; we only pronounce the one to think of the other. "Chicago" is inseparably connected with "market" and "quotation" and "Board of Trade" and "wheat pit" and "options" and "cash grain" and "wire houses" and "terminal elevators" and all in a very important way, so significant of your importance in the grain world that we are about inclined to forgive your arrogance on referring to these facts.

The trading in your market so reflects the play of the forces of supply and demand that you make grain prices for the world; the seething activities of your grain pits record

their results on the tape dropping from thousands of tickers, which is scanned with interest by men of every nation and in all climes. True, yours is the master market, but you are so great and you are so busy and are so conscious of your greatness that you sometimes fail to realize that around you are numerous little grain worlds and that these little worlds are each the center of another and similar group.

Every one of us is here to mix with our business a little pleasure and each in his own way will find his enjoyment and in order that you may help you must be "many things to all men," and at the same time you are very likely to be "all things to many men." We like you; you have "done" us many times; now we have come up here to "do" you and we thank you for the privilege so freely extended. (Applause.)

Some things the public should know, the economy of the present system of grain marketing should be driven in on the mind of consumer and distributor alike. It should be done in words as simple as possible and should avoid technicalities. You, Mr. President, have won the admiration of the trade by the able and prudent manner in which you have conducted the defense of the present system of grain marketing.

There is a vast deal of selfishness in humanity and grain dealers are just ordinary humans, but the members of this convention will merge their own interests in a consideration of the welfare of all the trade in all its branches and phases. We thank you for this auspicious start and appreciate your generous words of welcome.

We are glad to be here; when we go you may, too, be glad; but between these two happy periods, we hope to accomplish some things that are quite worth while and that will stamp this convention as the greatest meeting ever held by the grain trade.

Pres. Clement appointed a com'tee on resolutions composed of F. G. Horner, Lawrenceville, Ill., E. W. Crouch, McGregor, Tex., P. E. Goodrich, Winchester, Ind., Geo. P. Bissell, Central City, Neb., John Ballard, St. Louis, Mo., E. T. Custenborder, Sidney, O., and H. B. Dorsey, Ft. Worth, Tex.

H. B. Dorsey suggested a memorial service before beginning the afternoon session, in honor of Lee G. Metcalf, and Pres. Clement said he had the same thought in mind.

Harry F. Atwood, attorney and author of Chicago, Ill., delivered a scholarly address on the absolute necessity of returning our government to the representative constitutional form established by its founders, saying in part:

Back to the Republic.

The businessmen have been surfeited with advice from efficiency experts. This has been defined as letting some other one run your business as they want to at your expense. I want to tell you the difference between representative and democratic government. Take up the history of this country before and after the adoption of the Constitution.

The people of America then were just such a mob as the Russians are today. Our money was worth 2½ cents on the dollar. A large proportion of the people here wanted to turn back to a monarchy.

In that despair 55 men met at Philadelphia and order began to come out of chaos. For the first time in the history of the world there was an opportunity for life, liberty and happiness where all endeavor was profited, and where individual rewards were to be proportioned to individual efficiency. They established here a representative government. They warned us against democracy.

A democracy is a direct government and its mob-mindedness has begun to permeate the church, the home and the school.

Baseball as a game is a good illustration of constitutional government. If the people knew as much about the rules of constitutional government as they do about the rules of baseball all our troubles would be over in 24 hours. In a democratic way of playing a game of ball when the umpire called a man "out" and it was a close decision there would be a referendum vote by the "bleachers" and the crowd always would vote for the home team. It is demagoguery to talk of public sentiment.

An outgrowth of this thing democracy is the

initiative, recall of judges and referendum. The founders of our government had studied history and knew that these things were the downfall of Greece and Rome. Because of these vagaries 16 of the delegates at the Constitutional convention refused to sign.

These questions of government are really an exact science. Russia was sure to land just where she is the moment she adopted democratic government.

What can I do to protect my business? Select the right men for office. In my judgment our Constitution was as much an inspiration as the Bible.

As his time was limited Mr. Atwood could only touch briefly upon some excellent points made in his three works "Safeguarding American Ideals," "Back to The Republic," and "Keep God in American History," books that ought to be read and studied by every American voter.

Mr. Dorsey moved a vote of thanks for Mr. Atwood's wonderful address. All arose and applauded vigorously.

Pres. Clement appointed the following committee on nominations: E. C. Eikenberry, Camden, O.; Lee Davis, Scranton, Ia.; J. E. Bishop, Houston, Tex.; J. M. Rankin, Cambridge, Neb.; F. A. Derby, Topeka, Kan.; E. H. Beer, Baltimore, Md.; and Chas. D. Jones, of Nashville, Tenn.

Pres. Clement then delivered his annual address, from which the following is taken:

President's Address.

I consider that we are assembled in 25th annual convention under auspicious circumstances. When we were in convention last year we were dropping from the heights of an unprecedented prosperity to depression, the depths of which none could foresee and from the pains and perils of which none could escape. The delivery was much greater and the slide more precipitous than most of us could comprehend, or comprehending were willing to admit. Then we were going into depression. Now we are coming out of it. Then we were experiencing the agonies of uncertainty and doubt. Now, while not enthusiastically optimistic, we are confident of the future. Then a cloud of pessimism was settling upon the nation. Now the sun of hope is beginning to climb out of our night of despair shedding a ray of light here and there. Then the day of our prosperity was ending. Now after a long night during which the star of hope never once failed to gleam there is ushering in a new day.

Shrinking values in farm products was superinduced by both natural and artificial causes. The natural being both wise and desirable; the artificial being unjust and reprehensible. It was to be expected that with the ending of the world war; the demobilization of the armed millions, the repatriation and relocation of those millions whose efforts had been diverted from the pursuits of peace to the projects of war, from production to destruction, from active self-sustenance to Governmental provision and support, that the reflex action would inevitably stem the tide of advancing values. It was to be expected that when the martial millions no longer marched valiantly to the music of war but dutifully joined their fellows and families at home in the normal pursuit of the arts of peace a definite downward trend of values would surely ensue.

It was to be expected that when the world shipping was released and rendered secure that the dammed up supplies of raw materials and merchandise of countries remote from the scenes of war would again flow into the channels of trade thus contributing to bringing about an adjustment that would eliminate the disparity between supply and demand.

It was to be expected that a resumption of peaceful pursuits by the allies and the common enemy would reduce the strain upon the productive resources of the world.

It was to be expected that with increasing production and the widening circle of its availability declines must surely follow.

It was not to be expected however that to these superabundant natural causes there should have been added Governmental interference and restrictive financial influences.

It was not to be expected that coupled with the demand for liquidation there should also be one for deflation and that to bring same about a restriction of credits would be inaugurated by the Federal Reserve System which at once resulted in a breaking down of confidence, a general disorganization of business, a precipitous and disastrous slump in the values of all production.

I assert it as my deliberate judgment that there was not one single legitimate reason, national or international, for the breaking down of the commercial, industrial and productive prosperity of America.

Cotton, the foremost raw material of the world, has staged a comeback. The great

suffering, the immeasurable loss following in the wake of its unprecedented decline will be a reminiscence when this crop is finally sold on a basis of 25 to 30c per pound. The advance in cotton should stimulate faith in the value of all products and the courage to demand a proper reflection of it. This nation cannot thrive on 25c oats, 40c corn, dollar wheat and 10c cotton.

Our national annual tax burden running around five billions of dollars is almost more than twice the value (basis present levels) of our four principal crops—cotton and corn, wheat and oats. There are nearly 50 millions of American citizens engaged in or directly dependent upon agricultural pursuits, yet the returns from four of their principal crops yield but little more than half the amount of our annual federal expenditures. It is staggering to think of the federal tax burden. But it is positively appalling to think that this is the expenditure of only one branch of Government. We, have in addition the state, county and municipal government to support. A return to normal therefore cannot mean, and ought not to mean, prewar values for farm products. The tremendous tax burden, the high transportation rates, the greatly increased labor and interest costs all are factors that must impress us with increasing force that normalcy doesn't mean low values, or indeed values measured by those of any particular period, but normalcy means and can only mean a return to a proper relative price level—a price level that takes account of modern standards of living, high labor transportation, interest and taxes.

The agitators aided and abetted by public officials, have endeavored to secure the sanction of national and state legislation for foisting upon American people, producer and consumer alike, a trust that would first tie the producers of this country to their nefarious scheme by a system of contracts that would despoil them of their products and then rob them of both the right and the capacity to protect themselves. To make the producers their plant tools and the consumers their willing victims they misrepresented the competitive system, they denounced the middleman, they present false and misleading figures with which they endeavor to deceive the one and delude the other. In addition to this they go to Congress seeking legislation designed to destroy the great Exchanges of the country. They seek the same ends through the state legislatures. Bill after bill has been introduced in Congress seeking to open the treasury of the United States to the agricultural classes and designed to precipitate the government itself into the great business of grain distribution. Only the most vigorous opposition has prevented the consummation of the purposes of those who would destroy the established order of business.

Recognizing the growing menace of the radical agitation finding as it did a ready response on the part of those whom it was designed to mislead and others whose purpose it was to deceive; perceiving the alacrity with which politicians were seeking to ingratiate themselves with the agitator by vying with one another in an effort to propose more radical legislation, the Grain Dealers National, at the suggestion of Chairman Reynolds of the Legislative Com'te, determined to call a conference of the grain and other business interests of the nation. This conference was held at Cincinnati June 27.

The opposition of the Grain Dealers National Ass'n to the activities of the agitators was definitely announced and formally launched at this conference of representatives of grain and numerous other business interests of the nation, held at Cincinnati on June 27th last. This opposition is not founded upon any base or sordid motives, but has its origin in a deep conviction that the agitation of recent years against the middleman and also those agencies of distribution that have been the outgrowth and the concomitant of our splendid national development, has finally been crystalized into a class effort that threatens the perpetuity of the competitive system of commerce in grain, and indeed all enterprises.

The co-operative movement or effort offers no threat, by and of itself, that the competitive system has any reason to fear or right or necessity to oppose. If the co-operative system could, in the field of commerce, prove itself more efficacious, more efficient, increasing returns to producers and reducing costs to consumers, such a system would easily excel and rightfully exclude the competitive system. We are not being confronted with or by any organization whose constructive features are to put us to the test to prove which is the better. We are, however, confronted with an organization whose socialistic schemes and destructive forces are aimed at crippling the competitive system by both National and State Legislative enactment; an organization which has enjoyed and continues to enjoy special favors at the hands of our government; an organization whose avowed purpose it is to build up a trust in farm products, having already endeavored to secure national legislation granting them immunity from antitrust laws of the nation; an organization that preys upon the prejudices of the producer and plays upon the credulity of the consumer; an organiza-

tion that will not trust the loyalty of its adherents for support, but ties them with iron bound contracts, the terms of which subject them to severe penalties, that fetter and bind them not for a season, but for years—a contract that is an insult to an intelligent man and an imposition upon an ignorant one; an organization whose large self-voted salaries will enrich the promoters, and whose false doctrines will delude and then destroy its votaries.

There has been a growing tendency on the part of the public and the press to depreciate the services of middlemen, to ascribe to them the qualities of leeches, to protest and pillory them. The agitators have taken up the cry and endeavor to convince the producer and consumer that the middleman is the enemy of both. It is so utterly unfair to us, being conscious as we are that we are the enemy of neither but the servant of both. Competing among ourselves so strenuously as to all too often illustrate the truth of the axiom that "Competition is the life of trade" but death to profits. [Applause.]

There is, and can be, no feeling of enmity for, or disregard of, the interests of the great producing or consuming masses of this country on the part of those engaged in the splendid and necessary business of grain distribution. But there are those who by unwitting misrepresentation or mendacious statements would array them against us. It is to combat these forces, to confront falsehood with facts, to oppose insidious propaganda with accurate information that the Grain Dealers National Association, and its conferees, created an active committee headed by R. I. Mansfield at Chicago. We are in no sense arraying ourselves against the farmers. We are opposing their misguided or selfish and designing leaders—those men who would tear down the established order of business and erect a trust of which they themselves shall be the masters; those who would involve our government in their schemes or whose activities are directed toward securing class legislation.

To communicate the agricultural classes of America would be to destroy their individual initiative and enterprise, render them utterly at the mercy of their leaders, bringing wreck and ruin upon America.

The Grain Dealers National Ass'n is definitely pledged to a ceaseless effort to preserve, protect and defend the established order because in it we have freedom to give expression to our talents and to reap the rewards of our efforts. Chairman Mansfield, ably assisted by Mr. Minthorn Day of Chicago and the balance of the Com'te, has done a wonderful work in defense of the interest of the grain trade of the nation. The committee is conducting a great educational campaign that exposes the fallacies of the enemies of the grain trade and acquaints the great American public with the real service being rendered both the producers and consumers by the competitive agencies now in existence. The work of this Committee should continue as long as there is an effort being made to strike a death blow to the competitive system by signing up the farmers of the country to the trust contracts.

In his annual address at the Minneapolis Convention President Goodrich outlined the imperative need of just such publicity work as is being done by the Special Committee headed by Mr. Mansfield. He foresaw then just what happened later. A movement to cripple or destroy the competitive system of handling grain. A movement that has enlisted the zeal of the agitator, the interest and sympathy of the politician, the personnel of the department of agriculture, and finally the power of Congress itself. We are admonished therefore that to stem the tide some agency must be created charged with the duty and responsibility of disseminating information to counteract the misrepresentation that was responsible for the dissatisfaction of the producers and the co-operation of public men in efforts being made to make effective thru radical and class legislation the designs of those who would destroy the established order. It behooves this convention to express its commendation of this com'te and to urge its moral and financial support by every member of the national, all affiliated organizations and every business interest of the country. For this is not the fight alone of grain dealers against agitators. This is a fight of the conservatism of this country against its radicalism. This is the stand for the established order against a threatened new order. This is a fight to maintain American ideals as against those who would destroy them. This is a fight to perpetuate individualism instead of surrendering to communism. The designs of those who would revolutionize and destroy are no longer in their incipency. Their plans are well laid, the purposes no longer concealed. Silence, submission, compromise are cowardly in the face of the danger that threatens.

Thru the Bureau of Markets of the Department of Agriculture, operating under the authority of the Lever Act, but at cross-purposes with its intent and in direct violation of its provisions, negotiating arrangements with the several states through their agricultural colleges, County Agents have been put under the joint control and direction of both state and federal authority. While the purpose and

intent of the county agent was to provide scientific instruction and direction with the sole purpose of increasing production through the development of improved farming methods, about the sole activity of the County Agent today is that of the agitator seeking to discredit the competitive agencies engaged in handling the products of the farm, or acting as a distributor for farm products as far as he is able or seeking to promote co-operative agencies whose avowed purpose it is to supplant the local dealer. We know that there is no purpose on the part of this government to employ the taxes paid by all citizens to strike a blow at any class of its citizens. The sole responsibility for this condition lies with the petty politician, and Bureaucrat, the pseudo economist, the department heads, the local farm agitator, the socialistically inclined agricultural college professors and the misguided farmer.

The weekly market news letter issued by the Department of Agriculture contains continuous propaganda for the creation of co-operative agencies, recounting the various exploits of County Agents in pooling the products of the farm and selling them at higher prices than the dealers were offering for them, failing to state that when the pooling began the market was low, but when finally the process of pooling was completed the market had advanced and that on a rapidly advancing market the pooled product as in the case of wool, was consigned to Boston and there sold at peak prices when a comparison, intended to mislead and deceive, was made with returns such wool producers would have received had they accepted offers made them when the County Agent begun to organize the pool. This is only one illustration of the unlawful and unjustifiable practices of County Agents.

Complaints of their commercial activities have come to us from all over the United States. We know that they use the franking privilege in carrying on their merchandizing activities. We know that they are coached and encouraged in this character of work by the officials of the Department of Agriculture. We know that due to their activities all over this country the seeds of discord have been sown among the agricultural classes, that a feeling of antipathy for and mistrust of those engaged in competitive distribution has been engendered; that official direction and official assistance is being rendered in the building up of local co-operative agencies, and that finally as a result of this local co-operative move there has been evolved the national plan of co-operative grain handling. The formation of this plan has had not only the sanction but the actual personal direction of officialdom. The Grain Dealers National has challenged this misuse and abuse of official power. Not because of selfish or sordid motives, but because we realize the menace that lies therein to American institutions; because we realize that if the department of Government can use the instrumentalities of that department to discredit and destroy one branch of commerce it can discredit and destroy all branches of commerce.

Transportation.—For a number of years Henry L. Goemann unselfishly and ably served the Grain Dealers National Ass'n as Chairman of its Transportation Com'te. In this capacity he gave generously of his time, serving with distinction to himself and great benefit to the Ass'n. Finding it incompatible with his interests to give his time longer to the Ass'n, the officers, while grateful for his past services, feeling that it would be an imposition upon Mr. Goemann to urge further sacrifices upon him, yielding to his urgent insistence that he be not asked to assume the responsibility further. Therefore with the inception of the new administration last October the officers of the Ass'n were confronted with the problem of providing for the discharge of the duties and carrying on the great work which had formerly been so loyally undertaken by Mr. Goemann without remuneration. The Executive Com'te, knowing that the duties that had developed upon the Chairman of the Transportation Com'te had become so onerous, the responsibility so burdensome, the time required to carry on the work so much greater than anyone could be expected to contribute in future, recognizing the difficulty of enlisting the active interest of some one having both the qualification and the time to devote to a work of so great a magnitude, decided to create the position of Transportation Commissioner and employ a transportation expert of known ability to serve the National in future.

The creation of this position involves the extra expenditure of about ten thousand dollars annually. Since the work was undertaken by Mr. W. K. Vandiver the expense has been defrayed out of the surplus fund. In order that the surplus may not be depleted and a means of meeting this additional expense provided it is necessary that I recommend to this convention a constitutional amendment providing for an increase of the annual dues to \$20.00. I hope that there shall be no reluctance to authorize such an increase for it is an imperative need in order that the Grain Dealers National may be a well rounded institution, capable of discharging every obligation or fulfilling every duty that it owes its membership.

Arbitration.—Compulsory arbitration is the very basis of the most effective and valuable service rendered the grain trade of the nation by the Grain Dealers National Ass'n. In joining the Ass'n everyone signifies his acceptance of the principle of arbitration and pledges himself to submit trade differences arising between him and his fellow members to arbitration. This pledge involves no constraints but those of personal honor and business integrity. These are sufficient for all honorable men and institutions. To refuse to arbitrate or to abide by an award while a member of the Ass'n is to repudiate the sacredness of a contract and anyone who will do so is utterly unfit for membership in the organization and must inevitably be expelled.

The great advantage of one member of the National dealing with another member comes from the knowledge that both are members of an organization which has promulgated rules for the guidance of each; both are members of an organization that has provided an inexpensive and easily accessible means of adjusting disputes. This fact affords a security and guarantees a condition that makes for a free and unhampered commercial intercourse throughout the United States.

Arbitration therefore is a noble service. Arbitration is an honorable sacrifice and challenges the best that is in men. When you go to court you do the same as you do when you submit to arbitration—submit your differences to your disinterested peers, but to men who more than likely don't know one thing about your business.

The feeling of satisfaction that one must have in abiding an award should overcome any disappointment he may feel that the decision went against him, especially when he cannot but have the conviction that those who decide his differences are honorable, self-sacrificing men, influenced by no motive but that of doing justice between the parties by applying the rules of the trade, or in the absence of specific rule governing the issues, to point out the merit or demerit of the contentions of the respective parties.

The Constitution and By-laws.—Pursuant to a resolution adopted at the Minneapolis convention your President appointed a com'te composed of Mr. Eikenberry of Ohio, Mr. Crouch of Texas and Mr. Sale of Indiana, charged with the very responsible duty of revising and codifying the Constitution and By-laws of the Ass'n. The Com'te met in Toledo last May and devoted several days to this important task. I have such confidence in the Com'te that I feel its report will be so thorough as to commend itself to your ready acceptance.

In conclusion I desire to express my sincere appreciation of the active and hearty co-operation of all the officers, regular and special com'tes who have served with me during the past year.

On motion by Mr. Eikenberry John S. Green of Louisville, Ky., was appointed chairman of a com'te of three to consider the recommendations made by the pres. in his address.

Adjourned to 2 p. m.

Monday Afternoon Session

Chas. Quinn, of Toledo, O., sec'y, read his report, from which we take the following:

Secretary's Report.

The last eight years have been the most extraordinary in the history of the trade. Abnormal prosperity always breeds extravagance and when the tide recedes the business wrecks are many. This recession of the tide is reflected in the annual reports of the executive officers of every organization in the country. In this report of your sec'y you will find abnormal losses in membership, more expulsions and more hostile legislation than in any year that has preceded it.

The grain trade has had to fight for its very existence. It has been eight strenuous years with the consumer on one side and the pro-

ducer on the other. There has been conducted a systematic campaign of misrepresentation and falsehood, culminating in the creation of the so-called "Agricultural Bloc" in Congress.

Counteracting Agitation Against Middlemen.—No one in the grain trade has thought it worth while to attempt to counteract the vicious statements that have misled both the labor unions and the farmers. It seemed to the grain dealers that such propaganda carried its own refutation. It was so obviously untrue that no one believed it could do serious harm. But it has. The grain dealers of the nation have at last awakened to this fact. At a meeting called by the Ass'n in Cincinnati, Ohio, on June 27 last, the first steps were taken to present to the people the truth about the whole problem of distribution.

The ass'n's bill was part of the program of the agricultural bloc in congress. This bill, if passed, would no doubt have been declared unconstitutional by the Supreme Court as being in direct contravention of the constitution. Its aim was to give the farmers the right to evade the legal consequences of monopolistic action. In other words, it would have permitted them to escape punishment for acts which are in violation of the Sherman anti-trust law and which same acts would be punishable by fine and imprisonment if performed by any other class of citizens.

The Bureau of Markets and the County Agents must not be permitted to use our money, secured from taxes, to cut our economic throats. We will meet any combination of producers in open and fair competition and we have no fear of the result.

The present distributive system is a natural evolution from the primitive methods of the colonists. It has taken more than a hundred years to bring it to its present perfection. No system of co-operation, conceived in jealousy and worked out by the inexperienced, can hope to dethrone it because systems, like ass'ns, must stand the test of service. Individual initiative and responsibility, at work in a competitive field, can distribute grain cheaper and more efficiently than can any co-operative system. None but the agitator or the uninformed doubt this. If the test of the two systems is to be made let this test be a fair one. The government must keep its hands off.

Transportation.—Since the last annual meeting a transportation commissioner has been employed on a salary to take the place of the volunteer workers who have labored so earnestly and so splendidly in the past.

The retirement of Mr. Goemann from active ass'n work made it imperative that something be done to secure a successor. A meeting of the executive com'te of the Ass'n was held Jan. 22 and it was decided to employ a transportation expert. A com'te consisting of J. W. McCord, chairman of the Executive Com'te, and your sec'y was named to engage a competent man, on a salary, to devote his whole time to the work. The com'te decided upon W. K. Vandiver, who was then assistant manager of the department of traffic, United States Railroad Administration, at Washington. Mr. Vandiver took charge of the transportation work on April 1.



B. E. Clement, Waco, Tex., Re-elected President.

When the executive com'ite decided to engage a transportation expert it was with a full understanding that this meant a large increase in the annual expenses of the Ass'n. It is estimated that an additional expense of about \$10,000 a year will be incurred by reason of the employment of the traffic expert. The Ass'n cannot afford to take this amount out of the general fund without making a slight increase in the dues of direct and associate members. Your sec'y earnestly recommends that the dues of these members be increased from \$15 to \$20 a year.

Trade Rules.—Mr. Watkins has been requested to offer an amendment to the rules relieving the arbitrators from the necessity of considering samples in arbitration disputes. In disputes covering no grade grain bought on sample, litigants have sent your sec'y samples to be submitted to the arbitrators. After these samples had been in the office awaiting the completion of the arbitration papers they deteriorated rapidly and were absolutely worthless when it came time to send them to the com'ite.

ARBITRATION.

The following is a detailed statement of the work of the six arbitration com'ites and the arbitration appeals com'ite in the last year:	
Number of cases at the beginning of the convention year	73
Number of new cases filed during the year	157
Total	230
Number of arbitration decisions during the year	93
Cases withdrawn	14
Cases settled direct	34
Cases dismissed	15
Expulsions for refusing to arbitrate or for refusing to pay arbitration awards	23
Cases pending	51
Total	230
Appeal cases pending at the beginning of the convention year	11
Cases appealed during the year	32
Total	43
Appeals decided during the year	25
Appeal cases withdrawn	8
Appeal cases pending	10
Total	43

There was a great increase in arbitration in the last year. As will be seen, there were filed 157 new cases in the last twelve months. Last year there were 134 cases filed. This shows an increase of 23 cases notwithstanding that there has been no increase in the membership. At the annual convention at Minneapolis last year two more arbitration com'ites were added, increasing the number of such com'ites to six. The wisdom of this move is now apparent. The six com'ites decided 93 cases during the year. This number, added to the cases that were withdrawn, settled direct and dismissed, increased the total of the cases disposed of to such an extent that the arbitration docket now has 22 cases less than it had one year ago.

Expulsions.—It is with the greatest regret that your sec'y announces twenty-three expulsions in the last year. This is an increase of nearly 400 per cent over 1920, when but six members were expelled. The Ass'n has never had more than six expulsions in any one year, so that the record of 23 in the last twelve months looks somewhat discouraging. There is, of course, a reason for this unprecedented number of expulsions. It was due to the deflation in grain prices and the demoralization of the business world generally.

To be absolutely just to these delinquent members it must be admitted that the situation they confronted was unprecedented. Their losses were abnormal and many were forced out of business. Some really could not pay the awards given against them though admitting the justice of the arbitration decisions. In all such cases the Ass'n showed the defaulting dealer all leniency possible. In many cases notes were taken to cover the awards. Whenever a member showed a disposition to act in good faith he was carried along and no mention was made of his financial embarrassment.

When a member refuses to pay an award or declines to arbitrate and will not take the Ass'n into his confidence, there is nothing left to do except to expel him.

The twenty-three members that have been expelled by the board of directors in the last twelve months are:

Tausend & Maloney, Grand Rapids, Mich.
Marks & Anderson, Memphis, Tenn.
The Hamilton Co., New Castle, Pa.
Smith & Kilpatrick, Lorenzo, Texas.
The Molony & Carter Co., Charleston, S. C.
The Krumm Milling Co., Columbus, Ohio.
The Worth-Gyles Grain Co., Bloomington, Ill.
H. K. Cochran Co., Little Rock, Ark.
A. H. George Co., Meridian, Miss.
Newport Mill Co., Loudon, Tenn.
Knight Brokerage Co., Kansas City, Mo.
W. Fletcher Jacobs, Knoxville, Tenn.
Town Creek Milling Co., Lenoir City, Tenn.
Allen & Co., Birmingham, Ala.
E. O. Richardson, Okolona, Miss.
Hamlin Mill & Elevator Co., Hamlin, Tex.
A. F. Therrien, New York, N. Y.

Howard Grain Co., Jacksonville, Fla.
Ruff & Co., Columbia, S. C.
Jay Hausam & Co., Hutchinson, Kans.
Kansas Flour Mills Co., Wichita, Kans.
City Hay & Grain Co., Norfolk, Va.
Kasco Mills, Waverly, N. Y.

Since the Minneapolis convention the book of arbitration decisions has come from the press and it has been sold to 572 members at \$5 a copy. Much favorable comment has been received from the members regarding this volume, which contains all of the arbitration decisions from the first one made in 1902 down to the decisions of June, 1920. The book has 388 pages. It is durably bound in cloth and it contains a complete cross-index, as well as a topical index and a syllabus of each decision. One thousand copies of the work were printed at a cost of approximately \$5,000. The Ass'n has about 400 copies of the book remaining unsold and representing an investment of about \$2,000. These 400 copies will be kept in stock and sold from time to time to new members or to others who will desire them when the second volume is printed.

It is with regret that your sec'y is required to refer to a civil court action instituted against the Ass'n by the Paddock-Hodge Co., one of the direct members in Toledo. Last spring this concern asked for an order from the court at Toledo to restrain the Ass'n from expelling them because of their refusal to arbitrate a trade difference with the Park & Pollard Co. of Boston, Mass. The Toledo concern has taken the case to the Ohio Supreme Court, where it will be argued this fall. This is the first time in the nineteen years since compulsory arbitration was instituted in the Grain Dealers' National Ass'n that any member has sought the aid of the courts to prevent the Ass'n from enforcing its own rules. The decision of the three judges in the appellate court is lucid and covers completely the point at issue. The court says:

"A member of an organization may decline to submit his controversies to the arbitration com'ite and insist upon litigating the same in the civil courts, but if so the organization may proceed to terminate his membership in the ass'n. The only question involved here is whether the defendant may determine the character of its membership by exercising disciplinary power upon failure of a member to comply with the rules of the organization. We think it has such power."

DIRECT AND ASSOCIATE:

Number of direct and associate members reported at the last convention	1,979
Direct and associate members secured since the last convention ..	363
Total	2,342
Direct and associate members lost during the year	405
Direct and associate members on Oct. 1, 1921	1,937
Direct and associate members in good standing on Oct. 1, 1921 ..	1,882
Number of delinquents	54
Total	1,937
Net decrease in direct and associate members during the year, 42 ..	

DIRECT MEMBERS.

Direct members reported at the last convention	1,901
Direct members secured since last convention	348
Total	2,249
Direct members lost during year ..	384
Direct members on Oct. 1, 1921 ..	1,865
The losses of direct members were from the following causes:	
Resignations	155
Dropped for non-payment dues ..	54
Gone out of business	149
Expelled	23
Rejected	3
Total	384

Direct members in good standing on October 1, 1921	1,812
Number of delinquents	53
Total	1,865
Net decrease in direct members during the year, 36 ..	

ASSOCIATE MEMBERS.

Associate members reported at last convention	78
Associate members secured since last convention	15
Total	93
Associate members lost during the year	21
Associate members on Oct. 1, 1921 ..	72
Associate members in good standing on October 1, 1921 ..	71
Number of delinquents	1
Total	72
Net decrease in associate members during the year, 6 ..	

AFFILIATED MEMBERS:

Affiliated members reported at last convention	2,744
Affiliated members on Oct. 1, 1921 ..	2,624
Decrease	120
Total number of direct, associate and affiliated members reported	

at the last convention	4,723
Total number of direct, associate and affiliated members on October 1, 1921	4,561

Decrease

This year 149 members were forced out of business on account of the deflation in the prices of grain. The Ass'n, on account of trade conditions, lost 405 members this year. In 1920 the loss was 201. With an increase of 100 per cent in the losses due to the hard times, it was imperative that an extraordinary attempt be made to secure new members. This attempt was most successful in spite of business conditions.

The boosters, understanding the situation, worked hard and long. They did not complain when the canvass was drawn out to what seemed interminable length. They just worked all the harder. They kept on going until the goal of 350 new members was reached. The thanks of every member of the Ass'n is due these loyal workers without whose unselfish efforts there would have been a big net loss in membership this year. As it is the organization has but 42 less members in 1921 than it had this time last year. The deflation crisis has been passed safely and we may begin the season of 1922 practically where we were before the never-to-be-forgotten troubles of reconstruction started.

I have in my pocket the application of the Mutual Millers & Grain Dealers Ass'n of New York, for affiliation, which when acted upon will bring up the number of members considerably above the number when my report was prepared, so our loss of members is not so great.

The financial statement for the last convention year shows that there is a surplus of \$13,784.05. This is a decrease of \$8,123.74 from the surplus of a year ago, when the Ass'n had \$21,907.79 in its treasury. This loss of \$8,123.74 in the surplus is easily explained. It is represented by two items. One of these is the arbitration account and the other is the employment of the new transportation commissioner. It cost the Ass'n \$4,692.50 to have 1,000 copies of Vol. 1 of the book of arbitration decisions printed. There are on hand 428 volumes representing an investment of \$2,140. The new transportation department has cost the Ass'n \$5,534.98. These two items—the investment in the book of arbitration decisions and the reorganization of the transportation department represent an outlay of \$7,674.98, or less than \$500 of the decrease in the surplus. When the strenuous legislative year is taken into account it will be seen at once that the funds of the Ass'n have been splendidly conserved.

The slight increase in the dues, from \$15 to \$20 a year, which increase it is hoped this convention will authorize, will place the Ass'n on a permanent footing and provide funds for any legislative emergency that may arise in the future. The financing of the Ass'n is yearly becoming more and more important. As the membership increases the receipts and disbursements increase, of course. This year there were total receipts of approximately \$60,000, while the total footings are now \$81,842.96, an increase of \$2,941.94 over the total footings of last year.

Chartered accountants examine the books each year and make reports to your auditing com'ite at the annual meetings. This is the only practical and sound method of auditing the accounts. It must be manifest to the members that auditing com'ites, appointed from the members at the annual convention do not have time to make thorough and proper audits. The financial statement follows:

FINANCIAL STATEMENT.

From Oct. 11, 1920, to Oct. 2, 1921, inclusive.	
Receipts.	
Cash on hand last report ..	\$21,832.79
Direct dues	20,938.00
Direct memberships	5,075.00
Associate dues	783.00
Associate memberships	217.50
Regular subscriptions to Who Is Who	959.50
Affiliated subscriptions to Who Is Who	825.00
Who Is Who advertising ..	19,316.87
Sundries	5.30
Arbitration deposit fees	7,992.50
Affiliated dues	825.00
Investments	212.50
Subscription to arbitration decision book	2,860.00
Total receipts	\$81,842.96
Expenditures.	
Salary account	\$15,140.59
Office supplies	2,341.20
Express and telegrams	538.13
General printing	703.14
Who Is Who in the Grain Trade	20,692.67
Office rent	839.00
Telephone, rent and tolls ..	173.40
Refund arbitration fees	4,847.50
Legislative expense	3,679.74
Transportation expense	5,534.98
Officers' traveling expense ..	1,791.29
Secretary's traveling expense ..	258.59
Postage	1,743.00
Sundries	501.14

Convention expense	2,516.26
Arbitration expense	6,698.28
Returned application fees.....	60.00
Total expenditures.....	\$68,058.91
In Bank:	
Commercial account	\$ 3,557.05
U. S. Liberty Bonds.....	10,000.00
Petty cash account.....	327.00
	\$13,884.05
Outstanding checks.....	100.00
	13,784.05
	\$81,842.96

Pres. Clement appointed H. L. Goemann, Mansfield, O., J. W. Radford, Chicago, Ill., and C. C. Miles, Peoria, Ill., as auditing committee, and announced that the Feed and Grain Joint Meeting was ready to convene in the Crystal Room, and that the ladies would be entertained with a ride at 10 o'clock in the morning.

As a committee to bring in appropriate resolutions on the death of Mr. Metcalf Pres. Clement named E. M. Wayne, Delevan, Ill., H. B. Dorsey, Ft. Worth, Chas. B. Riley, Indianapolis, Ind., J. W. McCord, Columbus, O., and W. E. Culbertson, Champaign, Ill.

Mr. Dorsey: Mr. Metcalf was the shining light of the grain trade. He was jovial, good company and a good man.

Chas. D. Jones, of Nashville, Tenn.: Mr. Metcalf was everything a man could be—friend, businessman and Christian gentleman.

The convention stood for a moment in silent prayer.

John B. Maling, of New Haven, Ind., who was on the program for the following day, then was asked to address the dealers on "Origin and Effect of Freak and Class Legislation." He said:

Origin and Effect of Class Legislation.

I happened to be in Colorado in 1908 when the hysteria for freak legislation developed in that state, and have formed a theory that this legislation arises from a disposition to tear down and destroy that is inherent in persons having tuberculosis germs. A large percentage of the people of Colorado, California and Oregon are tubercular.

You will be astounded to know that 85 per cent of the principles in the Populist platform adopted at Omaha many years ago, and then flouted, already have been made part of the statute law of the federal and state governments.

The direct primary, headless ticket, initiative and referendum have come out of the West. You in the East have adopted them without investigation. You have legislated passion into the laws of the nation.

The recall of decisions and all the other nostrums are putting the club into the hands of the mob to beat the foundations out from under the government. The man who is a failure in the world charges his failure to the conditions surrounding him instead of to his own limitations.

Out of this fighting agitation you have started there will grow an agitation to educate the public. The mission of business today is to go out and educate the people to know what the Constitution means to them.

Since the enactment of the contract labor law thirty years ago preventing employers from selecting and importing into this country the best workers of Europe the steamship companies have promoted the shipment into this country of 18,000,000 of the scum of Europe.

The Adamson law, the most vicious piece of legislation, did not originate with the railroad organizations, but was fathered by the labor lobby at Washington, who wanted to get the brotherhoods into the Federation of Labor.

Another example of legislation at the behest of a clamorous minority is the adoption of woman suffrage in Ohio after the people by a vote of 198,000 against it had said no.

The prohibition amendment was put over by the distillers to give a value to the whisky they had in bond.

Pres. Clement announced a meeting of all members of the Indiana Grain Dealers Ass'n present, at the registration booth at 8:30.

Henry L. Goemann, of Mansfield, O., chairman of the transportation committee: I will leave the report of the committee to be made by W. K. Vandiver, our Transportation Commissioner.

Mr. Vandiver, of Toledo, O., read a report from which we take the following:

Transportation Commissioner's Report.

On behalf of the Transportation Committee I submit the following report:

Rental of Ground from Railroad Companies.—At last sessions of the legislatures in Michigan and Minnesota, bills were passed placing jurisdiction over leases and rentals of railroad property in the hands of the Michigan Public Utilities Commission or the Minnesota Railroad and Warehouse Commission. So far as I am informed, bills of a similar nature have not yet been adopted in other states, but the legislatures of several states have had bills of this kind before them during the last year or two.

The Interstate Commerce Commission issued rulings in 1908, 1911 and 1913 to the effect that the railroads cannot lease ground to shippers at nominal rentals but that the railroads should receive proper compensation. As a result of these rulings, many absurd theories have arisen and at present many demands of the carriers are unreasonable. The Grain Dealers National Ass'n has received complaints about rentals from members in various states. These have been taken up promptly with managing officers of railroads against which complaints have been made and in a number of instances I have succeeded in getting the rentals adjusted to a reasonable basis. It is our purpose to pursue this matter actively and exert our influence to the greatest extent possible towards having uniform laws or regulations adopted in all of the states so that the railroad companies will be prevented from demanding excessive rental charges, such as they have been trying to force lessees to pay.

Construction and Maintenance of Side Tracks.—During federal control the United States Railroad Administration undertook to establish very restrictive regulations in the construction, maintenance and operation of side tracks to industries located on or adjacent to the right of way. Recent developments show that some of the railroads are still trying to enforce the provisions of General Order 15 which I consider went out of existence automatically at the end of federal control.

In many instances the lessee is not the sole user of the track and frequently the carrier's team track is located on the same spur. A careful examination of the records fails to show that the Interstate Commerce Commission has ever ruled upon the question of dividing the expense of maintaining spur tracks serving industries. Several years ago they initiated a proceeding of investigation concerning alleged unreasonable and unjustly discriminatory practices of carriers in the matter of leases and grants of their property to shippers. This case was designated as I. C. C. Docket 6562 and in December, 1919, the Grain Dealers' National Ass'n joined with other interests in filing an intervening petition. This docket is still pending and in recent correspondence I have been informed that a decision will be rendered at an early date.

Liability Clauses in Railroad Leases and Side Track Agreements.—On March 15 the Interstate Commerce Commission decided that it has no authority to prescribe uniform liability clauses in leases or contracts for the construction, maintenance and use of industrial or private side tracks. Prior to dismissal of these proceedings, a committee of railroad executives had agreed with a committee of the National Industrial Traffic League that the following amended liability clauses would be adopted:

"It is understood that the movement of railroad locomotives involves some risk of fire, and the industry assumes all responsibility for and agrees to indemnify the railroad company against loss or damage to property of the industry or to property upon its premises regardless of railroad negligence, arising from fire caused by locomotives operated by the railroad on said track, or in its vicinity for the purpose of serving said industry, except to the premises of the railroad and to rolling stock belonging to the railroad or to others, and to shipments in the course of transportation.

"The industry also agrees to indemnify and hold harmless the railroad company for loss, damage, or injury from any act or omission of the industry its employees or agents, to the person or property of the parties hereto and their employees, and to the person or property of any other person or corporation, while on or about said track; and if any claim or liability other than from fire shall arise from the joint or concurring negligence of both parties hereto it shall be borne by them equally."

These clauses were not what the National Industrial Traffic League would have recommended, but were agreed to in a spirit of compromise and were the best that could be obtained at the time. They are a great improvement over liability clauses which the carriers had been requiring in their side track leases. I have been following this matter up with managing officers of railroads in the principal grain producing sections and find that most of the carriers have adopted or will adopt the amended liability clauses which will be used in executing leases and side track agreements hereafter. In a very few cases the carriers have refused to adopt these new clauses. The

attention of our members is directed to this matter so they may arrange to protect their interests in the event carriers continue to submit lease forms that contain the old liability clauses, which were so objectionable.

I will be very glad to render what assistance I can in the settlement of any individual cases that may be brought to my attention.

Claims for Loss and Damage of Grain.—At the last annual meeting, Mr. H. L. Goemann, chairman of the Transportation Committee, reported that in January, 1920, the Interstate Commerce Commission had issued an opinion on this case, upholding in nearly every particular the regulations that had been submitted by a committee representing the grain trade. This opinion was not accompanied with an order and since then the Grain Dealers' National Ass'n has been trying to have the railroad companies publish these rules in their tariffs, otherwise many of the rules cannot legally be applied. Unexpected difficulties have been encountered, but a plan is being worked out and at the proper time we intend to insist that the Interstate Commerce Commission issue a specific order requiring the railroad companies to put the rules into effect. Action on this is deferred pending a final report by a committee now at work on revision of the specifications for grain hopper scales. The features of Docket 9009, which are especially important to the grain trade, are:

Natural shrinkage or variations in weights. In western territory the carriers are requiring a deduction of one-fourth of one per cent on corn, while the Commission stated that one-eighth of one per cent is not unreasonable and the latter deduction is made in other territories.

Grain doors and coeprage of cars. The grain trade has experienced much trouble because the railroads have failed to furnish grain doors promptly or to authorize the purchase of material by their local agents at shipping points. Numerous claims have arisen because shippers had waited a reasonable time and were then compelled to purchase the material. Tariffs of carriers do not authorize refund of the expenditure under these circumstances, but this would be taken care of adequately when they establish rules which the Interstate Commerce Commission found to be reasonable.

Weight regulations and scale specifications. The Commission approved rules relating to weights and weighing as proposed by the shippers and the adoption of these rules will result in decrease of the claim accounts.

Demurrage.—Recently the American Railway Ass'n undertook to secure co-operation of the National Industrial Traffic League in a proposition to establish uniform demurrage charge of \$3 a day after the usual free time of 48 hours. On behalf of the Grain Dealers' National Ass'n I entered a vigorous objection to raising the demurrage rate from \$2 to \$3 on the first four days, this being coupled up with a proposition to reduce the demurrage rate from \$5 to \$3 for each subsequent day. I took the position that a great many of our shippers, particularly those owning country elevators, are not in position to take advantage of the average agreement plan; that it is not often they incur any demurrage at all, as grain shipments are usually loaded and unloaded very promptly, but that there are some instances where cars draw demurrage for a day or two and in such cases an increase at this time from \$2 to \$3 a day would result in an added hardship. I enlisted the co-operation of Boards of Trade or Chambers of Commerce at various market points and I have information that members of the National Industrial Traffic League have voted overwhelmingly against making any change at this time, consequently if the railroads undertake to put it into effect there will be many protests which will undoubtedly result in the tariff being suspended.

Reconsignment Rules and Charges.—Since our last annual meeting, the railroads attempted to establish additional and more restrictive rules in connection with reconsignment or diversion of shipments, while in transit. Tariffs were published to take effect in December, 1920, but there were many protests and the Interstate Commerce Commission suspended the effective date. After a series of hearings, the Commission decided this case April 18. Among other things they held that the carriers had not justified a rule prohibiting reconsignments to a point, against which an embargo was in force, when the freight left the original shipping point; that the proposed back-haul rule should be modified and that "order-notify" shipments, placed for inspection, should be subject to the same rule and charges as "straight" consignments, placed for inspection.

Prior to 1917, the railroads, as a general rule, did not make any charge for diversion or reconsignment of shipments while in transit or after arrival at a destination. As the result of lengthy hearings they were permitted to adopt uniform regulations, together with a charge of \$2 a car for reconsignment in transit and a charge of \$5 a car when shipment was reconsigned or diverted after arrival at the destination. These charges remained in effect until August 26, 1920, when they were advanced along with other rates and transportation charges. Because of the variable percentages

applying in different sections of this country, the former charge of \$2 for reconsignment in transit is now \$2.50 in some sections, while it is \$3 elsewhere. In like manner, the former charge of \$5 for reconsignment after arrival at destination is now \$6.50 in certain territories, while it is \$7 in other sections.

I have taken this up with a view to uniformity and have asked for a revision downward. It is our purpose to pursue this matter with a hope that we will be able to restore the former charges of \$2 and \$5 a car.

Minimum Carload Weights.—During federal control the Railroad Administration established the marked capacity of cars as the minimum on grain. These rules were continued without material change until January, 1921, when modifications were made in the minimum weights on oats, ear corn, snapped corn and corn in the shuck. Subsequently the Commission promulgated other and more liberal regulations to become effective in May, 1921. The principal modifications were as follows:

Reduction in the minimum on grain in sacks, from 60,000 pounds to 40,000 pounds.

Reduction in the minimum on unthreshed feterita, kafir corn and milo maize, from marked capacity of car to 80% of marked capacity.

The adoption of a charge of one cent a bushel for transfer of overloaded cars. This was a concession from former regulations of many railroads and was adopted for the purpose of reducing the penalty for overloading of cars.

Some of the minimum weight regulations are burdensome and the railroads are giving consideration to several changes especially proposed reductions in the minimum weights on kafir corn, milo maize, ear corn and oats. Within the next few days a conference will be held with a committee of railroad officials and the entire question will be gone into thoroughly.

Charge for Bulkheads.—Not long ago one of our members in Indiana complained about a rule under which the railroads make a charge of \$5 a car for the privilege of installing bulkheads or partitions in cars loaded with mixed shipments of grain in bulk. This charge is required in addition to the cost of installation and material. This is a serious hardship on small dealers in the grain producing states as well as in the grain consuming states, especially at certain times of the year when there is a considerable demand for split cars of corn and oats. With the present financial situation it is a hardship if country dealers are compelled to wait for an accumulation of either corn or oats in full carloads. This also works a hardship on small retailers as it practically compels them to buy full carloads of each kind when their means are limited and the demands are meager.

Investigation developed that virtually the same rule had been in effect for several years in territory west of the Mississippi river, but it did not apply in the East or South prior to May 15 of this year. I have had a great deal of correspondence with the traffic or transportation representatives of Boards of Trade or Chambers of Commerce located at the principal market points and I have ascertained that there is considerable complaint about this rule in the West as well as in the East and South. At a recent meeting, which was attended by representatives of several terminal market points, I was requested to have the subject docketed for consideration by the railroad freight rate committees in various sections. I have, therefore, applied for a hearing on a proposition to amend the rule and abrogate the \$5 charge for privilege of installing bulkheads in mixed carloads of grain.

Readjustment of Freight Rates.—Notwithstanding the heavy increases in transportation charges during August of last year, the railroads have not been able to earn the net revenue, which it was assumed they would obtain under the transportation act and the principal reason for this was the great decrease in the amount of business they were called on to handle. Railroads are the principal arteries of commerce and nearly everyone will admit that they must be kept in proper condition to handle traffic promptly and efficiently. In order to do this they must have sufficient revenue to maintain and improve their properties as well as to keep up their equipment. I am convinced that the transportation rates are too high on many classes of traffic, particularly low grade materials and farm products. On such commodities a reduction in freight rates would probably result in greater revenue to the carriers because of increased movement, especially for the longer hauls. Rates which were reasonable on agricultural products, at prices obtained last year, now seem entirely too high as compared with prices realized this year. Higher rates have had the effect of localizing business to a large extent and another effect has been to increase the production of agricultural products in consuming territories to which the higher rates apply. This means that the railroads haul less grain into such sections and haul less of their product out, thereby losing revenue on traffic in both directions.

It is my belief that the transportation companies cannot make a general reduction in all rates without seriously impairing their efficiency. A restoration of the rate scales on all classes and commodities, in effect prior to

August 26, 1920, would undoubtedly bankrupt a number of the carriers. Recent statistics show that the freight tonnage was about twenty-four per cent less than for corresponding period last year, while at the same time the freight revenue was about two per cent greater. Since the reduction in wages last July, a great many of the railroads are beginning to show a fair balance on the right side of their ledgers. It is my belief that the time is at hand when railroads can be persuaded or compelled to modify some of their rates. I think that the time has not yet arrived when general reductions can be made in the rates on all classes and commodities. Undoubtedly agriculture is the basic industry of this country and reductions in the rates on farm products will result in the greatest good to the largest number of people. After rates are readjusted on farm products there should then be considered the rates on fuel and basic materials used in manufacture.

I have followed with much interest the modification of domestic and export rates on grain from the central states to the Atlantic and Gulf sections. These reductions were made voluntarily by the railroads and the primary reason was their desire to secure what they considered a fair share of grain to foreign countries in competition with the railroad systems that handle the same kind of traffic through Canadian ports. I have also taken a great deal of interest in the case before the Interstate Commerce Commission covering a demand of western states for reductions in the freight rates on grain, grain products and hay. The hearing on this case began in Washington August 15 and lasted three weeks. It is expected that the Commission will decide the case within a very short time, and I feel reasonably sure that substantial freight rate reductions will result from this hearing.

General.—Aside from reductions in freight rates on grain to eastern seaboard territory and the attack on western states on the measure of freight rates in that section, one of the outstanding features in the Mississippi river basin is the demonstration that water transportation by the Mississippi-Warrior Barge Line can be profitably conducted at eighty per cent of the rail rates. This barge line is operated

by governmental agencies which are not generally considered the most efficient or economical. This barge line has not only been of great benefit to terminal markets located on the Mississippi river, but it has also been a benefit to producers and shippers at points tributary to the Mississippi river as it has enabled them to market their products at prices relatively higher than could have been realized if all rail transportation had been obligatory.

In the foregoing I have given you merely a brief outline of the work done on some of the principal subjects which are of general interest. Besides these matters I have had a great deal of correspondence on a number of other topics and have given advice or information to many of our members on a variety of subjects, such as:

Reparation claims against the United States Government on traffic handled during federal control.

Interest on claims for overcharge, loss and damage.

War tax problems.

Transit rules.

Compensation by carriers for use of private equipment.

Charges for transfer of overloaded cars.

There were a number of others, but it is unnecessary to mention details covering all matters that have been handled. I would like to impress upon you and emphasize the value of organization in traffic and transportation work and the value of a central bureau thru which such matters can be handled and thru which information can be supplied to the members. Many of you have well organized traffic departments of your own and your traffic managers are capable men in their line, but they represent one shipping firm and when the railroads are dealing with any line of business they generally want to know what is desired by the industry as a whole. The transportation department of the Grain Dealers' National Ass'n gives an opportunity for the members to co-ordinate in these matters, find out what they want and then go after it.

Adjourned to Tuesday morning.

Tuesday Morning Session

Tuesday Morning Session.

Governor Warren T. McCray, of Kentland, Ind., was greeted with applause when he arose to address the opening session Tuesday morning. He called on those who were present at the first meeting of the Ass'n at the old Saratoga Hotel to stand. Four stood up, so that counting himself only five of these early members were in attendance at this session of the 1921 meeting. He read his address, from which we take the following:

The Way to Better Conditions.

It is indeed a great pleasure for me to be with you this morning, and to have a place on the program of an organization of which I am a charter member, and had an active part in starting a quarter of a century ago.

As I look about me, I see but few of those who participated in the first meeting, which was held in a small room at the old Saratoga Hotel on Dearborn Street.

I well remember that first meeting, brought about largely through the activities of our friend, Charles S. Clark, who was then a part of the force of the American Elevator and Grain Trade. The meeting was attended by only a few of the grain dealers nearby this great grain market, but they were men of force and determination, who made their impression upon the business by helping solve the problems of the grain trade of those and succeeding years.

Many of the men who were instrumental in creating and developing this great organization in its struggling days of infancy, have crossed the Great Divide from whence there is no return. Their example and influence, however, remains for our guidance and will continue to be felt as long as this organization continues to exist. Let us pause a moment in retrospection and pay tribute to their sacred and beloved memory.

Among the early enthusiastic workers, whose influence and ability contributed so largely to the stability of the foundation upon which this organization was built, might be mentioned E. S. Greenleaf, the first president, T. P. Baxter, Arthur R. Sawers of Chicago, one of the early directors, Harry S. Grimes of Portsmouth, O., one of the most genial of men, H. H. Peters, Capt. Israel P. Rumsey, both men of marked ability and loyalty to the organization. These are a few of the names that come to me, but they typify the men who banded themselves together to correct the injustices of the grain trade of that day, and to stabilize the business of the future. They

had the vision of what has since become an actual reality and the organization of to-day, powerful and far-reaching in its influence for a square deal, attests to the soundness of the principles which inspired its founders.

The work started in 1896 will never be completed. Changing circumstances demands new and changing remedies. With new conditions, come new responsibilities. This calls for alert activity upon the part of the organization all the time. The organization has grown so strong, and its membership has so extended, that its influence and responsibilities are correspondingly increased, and its duties are therefore enlarged. These are times when the wholesome influence of all organizations standing for the improvement of society in general, and for the business interests in particular should cry out and make themselves heard upon all questions that so vitally affect our national well being.

A better business situation. The question of what can be done in order to bring it about as speedily as possible is one that is vitally pressing. It is a question that concerns every person in the nation and doubtless can be answered in a variety of ways, any one of which may seem to be the real panacea for our present ills to the person who offers the supposed remedy.

To my mind there are several influences, each contributing their part to the general unsatisfactory business situation, the solution of which would assist in stabilizing conditions as fast as they could be placed in operation.

First in importance is the solution of the question of creating a better demand for the products of the farm and range. The farmer is now bearing more than his proportion of the economic burden and a way must be found to re-adjust this load. It cannot continue longer without serious and everlasting damage to the agricultural industry. Agriculture and its allied occupations form the corner stone of a very large part of our national wealth, equalling the total value of all other industries combined.

It is apparent, that on account of the importance of the position it occupies as a basic industry, the prosperity of the country depends largely upon the success of the farmer. As an economic question it is generally admitted that the business situation of the Nation is controlled to a very large degree by his buying power. When his capacity to purchase manufactured goods has been destroyed, a powerful brake has been placed upon all forms of business activities, labor ceases to find employment and the buying power that accompanies satisfied and regular employment is curtailed, business slows up, becomes stagnant, and a general depression, such as we are now passing through, follows.

The fact that the farmer has been unable to dispose of his products both of the field and of the pastures during the past year, at prices that would return the cost of production has had a great deal to do with the under consumption of the country during that period. It should be plain to all, that one of the first things to be done to revive business, is to place agriculture upon a firm business basis, by providing credit for legitimate uses and by the extension of the limits of our present market area.

The world sorely needs the surplus of food products that have accumulated in this country and some way should be provided whereby those starving nations which are now being kept alive through the beneficence of others could be enabled to purchase our products, through a system of international credits and thus help support themselves, and at the same time, stimulate and prevent our most important and deserving industry from going into general bankruptcy.

It is the surplus we produce, regardless of what per cent of the whole that it represents, that ultimately regulates the price. So long as we have a demand that exceeds the supply, however small, it will foster a business condition that will provide employment to labor, and prosperity prevails when labor is regularly employed at satisfactory wages.

The trouble at present is that we are confronted with a limited market both at home and abroad. If our foreign trade could be extended, our factories would open up their doors, and wheels of industry would begin to whirl, our home market would improve simultaneously in direct proportion with the foreign demand and conditions would immediately begin to get better.

We, therefore, reach the inevitable conclusion that we must cultivate a foreign demand for a part of our products, even to the extent of financing the countries needing our supplies. We have reached the point when we must be commercial internationalists, whether we like the doctrine of internationalism or not.

I am an American thru and thru, my forebearers fought in the Revolutionary War to establish the independence of this nation. I stand for America and its interests all the time and for that reason I am anxious to see America become a dominant factor in the world's trade. This can be done if we extend the required credit and put forth the right kind of effort to acquire the business.

We are living under the influences that were created by international complications. The burden of debt under which the world is struggling, and will continue to struggle for generations to come, was brought about by international strife. The terrible war and suffering, the bloodshed and sorrow that shocked and stunned the world, was caused by the ambition of the war lords of a powerful, selfish nation, to rule the universe.

We were forced into the conflict to preserve our rights, and to maintain our self-respect, and thru our intervention the security of the world was saved by the unparalleled bravery and gallantry of our soldiery backed by the powerful resources of the united, loyal and determined people. It is our plain duty to continue to take our part in the affairs of the world in order to protect ourselves commercially, as well as physically, and to render service to those who will continually need the support of a powerful, unselfish and righteous nation.

Liberty Bonds: I am of the opinion that conditions could be improved greatly by restoring our Liberty Bonds to their face value. It is a national disgrace that the obligations of the Nation are selling below par. It is a serious damage to the credit of any person, firm or corporation to have his paper offered at a discount, but it is a burning shame and an everlasting reproach to have the bonds of this great rich country, the creditor nation of the world, selling at less than their face value. It is all the more regrettable that this condition is allowed to exist from the fact that a large volume of these bonds were sold to individuals who were not investors in securities of any kind, but who were induced to make the purchase from patriotic motives, with the supreme faith that if necessary to liquidate, they would never be forced to sell the obligations of their country at a sacrifice.

The value of our bonds should be maintained at par by the Federal Government. Thru the Reserve Banks by the adoption of a policy whereby they could be used as collateral at approximately their par value by the member banks, and thus put thousands of dollars in circulation thru securities that are now in safety boxes, or other places of hiding. This action would create a volume of credit and produce actual money that would assist greatly at this time in helping to put the country in a better financial condition.

Freight Rates Should Be Reduced: I believe that a fundamental thing that must be done before we can see much revival in business, is to have a general reduction in freight rates on raw materials.

Experience has proved that there is a psychological point in the patronage of public utilities beyond which the public will not go, unless they are absolutely compelled.

Vast amounts of raw material are laying dormant because the business cannot bear the present excessive freight rates. Some things are so obvious they are accepted without argument. It is admitted without debate that idle men do not create wealth, and it is equally true that idle cars on the side track and idle locomotives in the round house do not produce incomes or pay dividends. Freight rates have advanced so steadily that in many instances they are 100 per cent more than they were in 1914.

The railroads must share with the farmers and manufacturers the burden of the present situation by reducing their freight rates to a reasonable basis. The present high rates of freight restrict production and paralyze industry. With decreased freight rates, operating expenses must be correspondingly reduced.

Labor must bear its part in the reconstruction program by accepting the wage reductions that are bound to come, before the general situation can be permanently improved. Every person who has ever given the subject serious thought must know that labor should be liberally compensated. It is a just law which gives labor claims, precedent over other liens, and likewise the claims of labor should have first consideration in claims against industry, but they should be in just and reasonable proportion to their existing conditions, all of which must be taken into consideration in determining what is right and fair, and just to all interests involved. We must all deflate together, in as near a true and equal proportion as is possible.

The perpetuity of our institutions is not secure unless the masses of workmen, farmers, manufacturers, and in fact society in general, feel and know that under these institutions each will receive a square deal based upon principles of what is right, rational and practicable.

We must approach and solve all these perplexing and disturbing questions with common sense, mutual trust, and the fullest respect for the rights of each other. They must be dealt with according to an exalted standard of justice and human sympathy, with a spirit of malice toward none, and charity for all as the corner stone. The broad principles found in the Golden Rule, as proclaimed by the lowly Nazarene ages ago, still stand as the best measure ever proposed for the settlement of human differences.

This organization, composed as it is of men who possess the brightest and keenest minds in their respective localities, has a great responsibility in moulding and forming public sentiment in the right direction.

It is our duty as American citizens and as members of the Association, to assist in teaching the doctrine of fair pay, and of pure Americanism under all circumstances. The thought that should be uppermost in the minds of every American citizen to-day should be

"What is my duty to my state and my country."

During the dark days of the great World War, when 4,000,000 of our bravest and best sons were under arms, many of whom were daily entering the dark shadows of death, all stood ready to go whenever called, our duty was plain. It was either to join the armed forces at the front, or to serve in that equally important organization, the second line of defense which furnished the boys on the firing line, and in the camps, that support which contributed so much to their strength and comfort, their courage and unconquerable spirit.

Now that we are no longer fired by the enthusiasm that accompanies war, we must meet the test of the quality of our patriotism by grappling with the questions which confront us and which most naturally follow in the wake of such disturbances as we have passed through.

The most dangerous element in our country is that element which does not realize its responsibility to our government, and is willing to remain inactive and indifferent while the enemies of good government and law and order, are spreading abroad their seditious and disloyal propaganda.

While the terrible struggle was in progress we eagerly responded to every demand made upon us no matter how often the demands came, or how much hardship accompanied their fulfillment. During those critical days we blindly followed the mandates of those in authority, loyally, and with a degree of fealty, unsurpassed in all history.

Those conditions are now past. The burdens of peace are upon us, bringing before us reconstruction problems which are no less important, or easier to solve than those of war. These problems are definite and pressing, and the remedies should also be definite and constructive.

Loyalty to American institutions, respect for the laws of our country, individual cooperation in the enforcement of the law are not qualities that belong to a condition of war, any more than they belong to a condition of peace. These great fundamental principles should be so perfectly engrafted into our very natures, that there should be no irregularity or instability in our devotion to their tenets. They should constitute a part of the very fiber of every American citizen. The time to begin to inculcate this spirit of Americanism is with the first lessons of early childhood.

Simultaneously with its growth, and development, the child should be taught its duty to its God, its parents, and its country. A definite appreciation of our individual relationship and responsibility to our government, is the best possible insurance against anarchy and Bolshevism.

America's Advantages: For years we have boasted of the advantage of our American institutions, and American freedom, and the world has looked on with wonder and approval. We have been lavish in extending the benefits of our form of government. We have opened wide the gate of American Liberty, which guarantees equal opportunity and its corresponding reward. We have invited the world to come.

The downcast and oppressed of all Nations accepted our invitation and came, and stood erect and strong in the stimulating atmosphere of new found liberty. The poor and struggling, the ambitious and industrious came, and found opportunity and promotion awaiting them with open arms. They were welcome and it made a mixed race of people of us from the very beginning.

Believing in the fullness of Human Liberty, and of the guarantees of our Nationality, this blend of people from all nations, moulded into Americans, loyal to the very soul, fought and died in the uniform of blue to save the nation when national existence was at stake, in the early sixties.

Again when the hot breath of war was borne across the seas, and we were compelled to take up arms to uphold the dignity of our country, and defend the rights of our people against the unspeakable atrocities and cruel inhumanities of a powerful war mad nation, the great mass of the adopted sons and daughters of this Republic saw no flag but the flag of the United States, and again the blood of all the Nations of Europe, was fused with the blood of our native born, to brighten its crimson stripes. We must, as in these historic instances, stand united to preserve American opportunity and defend American ideals of Justice.

We must save for future generations the Temple of the Republic.

We must have a soul in our National Life. We must light the way of the United States with the spirit of its founders, and the spirit of its saviors and make and hold it a Republic of one people, who stand for eternal justice to all mankind.

It is most important that careful training be given to all those who seek admission into this country and desire to become American citizens in spirit and in truth.

The great need of America today is an intelligent, informed and interested electorate. This should be, and can be, the logical outgrowth of the right sort of training in our



Gov. Warren T. McCray of Indiana, 2d President of the G. D. N. A.

public schools. We should call to our nation's service today the very best we have, a citizen army informed as to the nation's needs, each man ready and willing to make his personal contribution of unselfish and intelligent participation in State affairs.

Business is disturbed, credits are restricted, labor is unemployed, and the whole machinery is badly out of gear. I have faith, however, that the native common sense of the American people can be safely depended upon to bring order out of chaos, and that we will soon emerge from the squalls through which we are passing into a calm and safe harbor, where all will again be peaceful and secure, and business will again go forward with its old time vigor and vim. Let this organization measure up to its responsibility and do its full duty in these perplexing days of reconstruction by helping to establish the early return to better business conditions, and by lending its support and strength to those fundamental principles of our government which have made the Nation the wonder and marvel of the civilized world.

President Clement's commendation of Governor McCray's splendid address was received with hearty applause.

Upon motion of H. B. Dorsey a rising vote of thanks was tendered the early Ass'n workers in attendance. In addition to Gov. Warren T. McCray, who served the Ass'n as president 3 years were M. McFarlin of Des Moines, Ia.; E. A. Grubbs, Greenville, O.; A. E. Hartley, Indianapolis, Ind., early directors of the Ass'n; L. H. Blankenbaker of Sidney, Ill., and Charles S. Clark of Chicago, who served the Ass'n 4½ yrs. as Secy.-Treas.

Dr. R. Magill, sec'y of the Winnipeg Grain Exchange, brot greetings of goodwill from the grain trade of the north and won his hearers to a resolve to read the Constitution of the U. S.

E. C. Eikenberry, Chairman of the Com'ite appointed at the Minneapolis convention to revise the Constitution and By-laws presented a new draft section by section.

Considerable discussion was had over the change in the classification of members, Mr. Dorsey stating the change would affect 50 members of the Texas Grain Dealers Ass'n who are direct members of the National.

Much was said regarding an Oklahoma member, a broker who had contracted to handle grain for a farmers' pool in a way that seemed antagonistic to the competitive system, with a view to ruling out as ineligible to membership those antagonistic to the competitive system of marketing grain but no action was taken.

The com'ite's sec. 2 on duties of com'ites was amended to provide that the Com'ite on Legislation shall consist of five members "and it shall at all times keep in close communication with the sec'y on all matters pertaining to legislation."

An amendment proposed by Chas. B. Riley that two of the five members of the Trade Rules Com'ite shall be affiliated members was adopted.

H. L. Strong of Wichita, Kan., offered an amendment that the Trade Rules Com'ite consist of the entire membership of the various arbitration com'ites; but he accepted a suggestion by Mr. Goemann that the arbitration com'ites submit suggestions to the Trade Rules Com'ite.

John S. Green, Louisville, Ky., objected as the rules have never been adopted in the past without having been submitted to the arbitration com'ites.

F. E. Watkins, of Cleveland, chairman of the Trades Rules Com'ite: The practice has been to refer all suggested amendments to the trade rules to the arbitration com'ites. Whether these rules be adopted by mail vote or in the convention is immaterial, as the result will be the same.

Mr. Eikenberry: A mail vote will lead to a narrow consideration.

Mr. Green: After meeting other men I have changed my mind.

A. E. Reynolds, Crawfordsville, Ind.: I am opposed to any com'ite being empowered to draft rules to control the Ass'n.

Mr. Goemann's amendment to Sec. 8 of Art. II was then adopted, adding the words with reference to the arbitration com'ites: "and it

shall be their duty to suggest amendments of the trade rules to the trade rules com'ite."

G. M. Cassity, Tonkawa, Okla.: Suppose I contract with the United Grain Growers to handle 5,000,000 to 7,000,000 bus. of wheat at 1½ cents a bushel and agree to give back ½ cent a bushel. If your organization protects this kind of business it is no good.

Pres. Clement: One of the big brokers in the Southwest has signed a contract with the U. S. G. and the Oklahoma grain dealers do not feel he should have the prestige of membership in the Grain Dealers' National Ass'n.

Mr. Reynolds: If we pass that thing today we draw down on us the shafts of ridicule. An individual has a right to contract to do something for nothing if he wishes.

The proposed amendment was then read: No person, firm or corporation who shall operate a business antagonistic to the competitive system shall be eligible to membership.

Tuesday Afternoon Session

Tuesday afternoon session was called to order at 2:30 with all seats taken and many standing.

D. R. Forgan, pres. of the National City Bank, Chicago, Ill., delivered an address on financial topics from which we take the following:

Our Financial Debauch.

No subject was assigned to me and I did not know I was expected to speak here until I received a telegram at my Canadian summer home from Geo. E. Marcy that he had accepted an invitation for me to address you.

Forty-nine per cent of all the people in the United States are directly or indirectly engaged in agriculture. Liquidation must be better balanced. The farmer can not buy until we have an adjustment one to another. Carpenters' wages in 1921 are 200 per cent of 1913, but hogs are 87 per cent of 1913. Coal rose to 323 per cent of 1913, and coke at one time went up 702 per cent, tho it is down now to 122 per cent of 1913.

The Kaiser and the militarists did not want a war for war's sake. They wanted a short cut to commercial domination by Germany, altho they were getting along pretty well anyway. I wonder what the Kaiser thinks now with everything in confusion. Of all countries the United States is the best off.

The present industrial situation is the worst I have ever seen. Concerns that made a half million last year are losing \$15,000 to \$25,000 a month on actual business on account of overhead and fixed charges while doing 30 per cent of their normal business. How is it possible in so resourceful a country? Some professors will tell you the bankers are to blame, for inflating and deflating too soon. It is impossible to raise funds for war without inflation. A labor newspaper will tell you it is due to Wall street and the bankers. If anyone is walking the floor these nights it is Wall street. The fact is that no one is to blame. War does not stop when it stops. The debt of the United States was created as much after the armistice as before that day.

Years of industrial and financial sickness follow in countries that indulge in the luxury of war.

The Federal Reserve System has stood admirably its first great test.

We have got to take our place in the world as leaders and a high tariff will not help us. The demoralized foreign exchange situation is the greatest obstacle to normal business. The excess profits tax is one of the most discouraging and damnable legislations ever put thru. Taxes ought to be scientifically collected.

We have got to have a spirit of co-operation between the different classes of our people. The business man needs faith in himself, faith in his country and faith in the Almighty.

The reserves of the Federal Reserve system are exaggerated. I have a reserve of 13 per cent that the law requires us to carry, say \$4,000,000. Is it gold? No; it is a figure on a ledger. The Federal Reserve Bank may have 35 per cent against my \$4,000,000, only a little over \$1,000,000, so that against \$35,000,000 of deposits there is a reserve of \$1,000,000 only. The Federal Reserve has to keep the rate of interest down to help the government finance the war. The \$4,000,000,000 of rediscounts were pure inflation. It is a financial debauch.

Hiram N. Sager of Chicago, Ill., moved a special rising vote of thanks for Mr. Forgan's splendid address.

R. I. Mansfield, of Chicago, Ill., chairman

Mr. Goemann: How can we suspend him without a charge?

Chas. S. Clark of Chicago, Ill.: It would be far better to avoid negative classifications. You can accomplish your purpose by amending the preamble to read, "We the undersigned being engaged in the buying and selling of grain and grain products on the competitive system," etc.

Mr. Riley: Mr. Clark's suggestion seems as far as we can go. Then the board of directors can interpret the rules. Nothing would add more trouble than to single out another organization.

Mr. Reynolds: An amendment singling out an individual will get us into court.

E. M. Wayne, Delavan, Ill.: In Tazewell County, Illinois, the co-operative companies are opposed to the United States Grain Growers, Inc. I believe we could incorporate it in the preamble as Mr. Clark suggests.

Adjourned to 2 p. m.

of the special executive com'ite, presented a report of the work of the com'ite, from which we take the following:

Special Executive Com'ite Report.

The emergency confronting the grain world by reason of unwarranted criticism, misstatements and attacks on the present open, competitive system of grain marketing by the misinformed and others, the attempt to place in operation a visionary co-operative grain marketing scheme of nation-wide scope, monopolistic in character and binding the grain growers by ironclad five-year contracts to market their grain outside the present marketing channels was sufficient reason for the creation of this Com'ite.

The objective of this work was clearly set forth in the resolution adopted by the Cincinnati meeting as follows:

RESOLVED, that the representatives of the organizations here assembled pledge themselves to a campaign for the correction of the erroneous impressions which are widely prevalent and which have resulted from the spread doctrines and that we pledge ourselves to organized opposition to all class legislation—both State and National.

Necessity for immediate concerted action to meet this emergency directed the early activities of this com'ite. However, we conducted no fight; we refused to throw mud or to vilify; but, in a big, comprehensive, constructive campaign we warned the grain producer of the danger to his interests in abandoning the present tried marketing system for a visionary market plan which has never even functioned.

Carefully prepared posters, letters and literature were sent broadcast over the western states, followed by widespread advertising in newspapers and magazines, all carrying one message: "Be careful what you sign."

The pamphlet "Sign Here," our most effective piece of literature—which honestly analyzes the contract that farmers are urged to sign—still stands absolutely unanswered by the opposition. They dare not even discuss it in their propaganda, although half a million copies of it are convincing farmers throughout twenty-two grain states of the danger that threatens them.

The effectiveness of our work may be judged by the fact that out of a rural population of 13,000,000 engaged in agriculture less than one-tenth of one per cent, or under 13,000 farmers, have to date signed grain marketing contracts, although solicited to do so by highly paid and specially trained salesmen who were backed up by a campaign of enormous scope over the entire country.

Now the farmers of America are aroused; they are thinking; they are beginning to realize that our warnings deserve their serious consideration. This awakening of the farmers to their danger is the greatest accomplishment of this Com'ite.

Much publicity attached to a reputed \$250,000 slush fund supposed to have been raised at Cincinnati for the work of the Com'ite. The best refutation of this canard is the financial statement. It is safe to say that this Com'ite's expenditures compared to the cost of our opponents' activities, their enormous organization, huge offices and widespread propaganda are as one dollar of our money to one hundred dollars of theirs.

We have received from the Exchanges \$31,100, from outside country grain dealers, \$2,096; special contribution from the Board of Trade, \$6,675, from the Grain Dealers' National Ass'n, \$500, and our receipts from all sources are \$44,791.48. The disbursements have been \$40,-

\$86.59, leaving a balance of \$4,404.89 in the bank. We have liabilities amounting to \$13,-630.47 for work already contracted for.

The emergency situation has been met and met successfully. Our opponents are not functioning and are meeting with very little response in their campaign. But there now remains a big permanent work for the Grain Trade to do, and on its accomplishment rests the whole future of grain marketing in the United States.

A concerted and sustained campaign of education for the producer and the consumer MUST BE CARRIED ON. Grain men MUST acquaint the farmer and the consumer with the manner in which grain is handled, with the cost of such handling as compared with all other farm commodities and with the small profit accruing by these transactions. This work can be done only by carefully prepared correspondence and literature and thru speakers who have the confidence of the farmer and can freely discuss his problems with him.

Failure to follow up now this work so well begun will result in a flood of adverse legislation in ever new and more visionary marketing schemes, and finally, without doubt, in the concentration of the great bulk of the grain business of the United States in the hands of a few powerful interests. The preservation of our present system of open, competitive marketing depends solely upon us; it rests with the action of the Grain Dealers National Ass'n in session here today.

Even now the opposition are laying plans for legislative action in the pivotal states of the Middle West. Already we had delayed too long when dire emergency at last shocked us into action, and as yet we have rolled the ball only half way up the hill. If we take our shoulders from the labor now all the work that has been done will go for naught; and, just as surely as we are gathered in session here today, that ball will crash down upon us again grown into an overwhelming avalanche.

F. M. McClelland, St. Louis, Mo.: I move we continue the special executive com'te 1 year, from date, and hereby empower it to carry on its work of education of farmer and consumer to the dangers that threaten them as well as us, and further be it resolved that members of the G. D. N. A. here assembled in convention pledge their hearty support as an organization and as individuals to this work. *Carried.*

A. E. Reynolds, chairman of the Legislative Com'te, read the report of the com'te, from which the following is taken:

Legislative Com'te Report.

The craze for radical legislation seems to be slowly subsiding. Whether this is real or only apparent remains to be seen, but the signs are hopeful.

The weight of responsibility put on the Congress seems to have had a sobering effect. One of the encouraging features of the legislative situation is found in the effect that added responsibility has on men in public life. The most rabid radical, on assuming the responsibility of public office, seems soon to realize that radical ideas cannot be successfully injected into Governmental affairs.

Congress, (and, in fact, the general public) is beginning to see the folly of radical legislation aimed to extend special favor to any class, or to unduly repress any class. In other words, we hope that less government in business and more business in government may soon be a reality.

The Government must be supported by the people and not the people by the Government.

The evolution in the public mind is not complete as is evidenced by the demand for certain legislation and by many bills introduced during the past few months, but evidence of progress is manifested by the fate that befalls the greater proportion of these bills. The road to the scrapheap of legislative measures was never so crowded with populist, socialistic, fanatical bills as at present. Congress has been kept extremely busy in sorting out the measures worthy of consideration from the great piles of proposed legislative junk. In this process, "Many have been called and few chosen."

For more than ten years the Grain Trade has been more or less threatened by adverse legislation. During the past two or three years, there has been a veritable furore of agitation for legislation to control the Trade. Under the guise of proposed control, enemies of the Trade have sought legislation, which, when thoroughly analyzed, meant absolute ruin to the business.

To defeat this avalanche of adverse, wicked legislation, or to steer it into sane, reasonable channels, has been a task of no mean proportion. I think the Grain Trade has met the situation squarely and to a very large extent has come out victorious. Why should they not? We have never contended for anything but justice. We have never opposed anything but injustice. The results again prove that in the end right will prevail against demagoguery and fanaticism.

The great tide of legislation against the grain business has within the past year reached the proportion of a tidal wave. At the moment, however, its forces have largely been shattered and spent on the solid rock of sanity and reason. During the last session of Congress and during the special session now in progress a flood of bills affecting the grain business has been introduced. Many of them were of a vicious socialistic character. Most of them seem to be on the way to the graveyard of lost legislative bills. A few have been enacted into law after having had a goodly portion of their venom extracted.

The Capper-Tincher Bill which has now become a law and will be known as "The Future Trading Act," will probably not become operative until toward the end of the year. It has some objectionable features, but had it passed in its original form, the Exchanges would have been put entirely out of business and the entire grain industry plunged into utter chaos and ruin.

The Exchanges deserve great credit for the valiant fight which they put up against this bill as originally introduced. The softening of the bill to its present form is largely due to their efforts.

This law is the final culmination of more than fifteen years of agitation to abolish future trading in grain and other commodities. The demand for the regulation of Exchanges became so incessant that some kind of legislation became imperative. We are extremely fortunate that the bill is not more drastic. Most of the bills on this subject proposed at this session and in the past were vicious and destructive in character. Their passage would have been ruinous to our present marketing system.

When we give careful study to the law as now enacted and to all the circumstances leading up to its enactment, we recognize a final Government endorsement of the practice of future trading as a hedging operation and as a needed stabilizing influence on the market.

It is not possible here to go into a detailed analysis of the measure. The main feature of the bill provides for placing in the hands of the Sec'y of Agriculture a certain degree of control of the Exchanges. The objectionable features mostly concern the Exchanges and will not materially affect the country shipper. If the apparent spirit with which the Exchanges are preparing to enter into cooperation with authorities of the Government in the enforcement of the law, satisfies the public clamor for regulation of the Exchanges, we will be amply rewarded for the inconveniences which it imposes on the Trade.

Senate Bill 1915, known as the President's substitute bill, is a measure to amend the War Finance Corporation Act, approved April 5, 1918, and as indicated by its title is a measure to provide relief for producers of and dealers in agricultural products and for other purposes.

This measure has been familiarly known as the President's substitute bill because it was advocated by the President to take the place of original Senate bill 1915, formerly known as the Norris bill, which provided for the purchase of farm products in the United States and for the sale of same in foreign countries.

As finally passed, the bill amends the War Finance Corporation Act by establishing, under a Board of Directors composed of the Sec'y of Agriculture, the Sec'y of the Treasury and four other persons to be appointed by the President, a body corporate and politic indeed, and in law under the name, style and title of the War Finance Corporation.

This Corporation shall not, except as provided in the bill, exercise any of the powers conferred by the Act except such as are incidental to the liquidation of its assets, and in winding up its affairs after July 1, 1922.

In order to put clearly before you some of the provisions of the law, we quote therefrom Section 22, which reads as follows:

"Sec. 22. Whenever the Board of Directors of the Corporation shall be of the opinion that conditions arising out of the war, or out of the disruption of foreign trade created by the war, have resulted in or may result in an abnormal surplus accumulation of any staple agricultural product of the United States or lack of a market for the sale of same or that the ordinary banking facilities are inadequate to enable producers of or dealers in such products to carry them until they can be exported or sold for export in an orderly manner, the Corporation shall thereupon be empowered to make advances, for periods not exceeding one year from the respective dates of such advances, upon such terms, not inconsistent with this Act, as it may determine;

"(a) To any person engaged in the United States in dealing in, or marketing any such products, or to any association composed of persons engaged in producing such products, for the purpose of assisting such person or association to carry such products until they can be exported or sold for export in an orderly manner. Any such advance shall bear interest at a rate not exceeding 1½ per centum in excess of the rate of discount for ninety-day commercial paper prevailing at the Federal Reserve Bank of the district in which the borrower is located at the time when such advance is made;

"(b) To any person without the United States purchasing such products, but in no case shall any of the money so advanced be expended without the United States. Every such advance shall be secured by adequate security of such character as shall be prescribed by the Board of Directors of the Corporation. The rate of interest charged on any such advance shall be determined by the Board of Directors. The Corporation shall retain power to recall an advance or require additional security at any time.

"(c) To any bank, banker, or trust company in the United States which makes or has made an advance or advances to any such persons as is described in paragraph (a) of this section for the purpose therein set forth or which makes or has made an advance or advances to any producer for the purpose set forth in paragraph (a). The aggregate of advances made to any bank, banker, or trust company shall not exceed the amount remaining unpaid of the advances made by such bank, banker, or trust company for purposes herein described. Such advances shall bear interest at the rates fixed by the Corporation."

Section 25 provides that the aggregate amount that can be loaned at any one time by provisions of the bill is limited to one billion dollars.

Under Section 23, the bill provides that the Corporation may from time to time extend the payment of advances made thru renewals, substitutions or new obligations or otherwise, but the payment of any advances made under authority of Sections 21 and 22 shall not extend beyond three years from the date upon which such advances were originally made.

All advances made under Sections 21 and 22 shall be made against promissory notes, or other instruments, in writing, imposing on the borrower a primary and unconditional obligation to repay the advance at maturity with interest as stipulated therein. Each note or obligation shall be secured by adequate guarantees, pledges or otherwise and the Corporation shall retain the power to require additional security at any time.

It will be observed that this corporation has discretionary powers in determining when such loans are necessary; has discretionary powers as to the rate of interest to be charged, excepting, however, that interest on loans made direct to producer or dealer shall not exceed 1½ per centum above the prevailing rate at the Federal Reserve Bank.

Funds can only be loaned to carry products until they can be exported or sold for export in an orderly manner. While this is a direct provision of the bill, it is hardly conceivable that a borrower would be prevented from selling his commodities in the domestic market, if he were able to do so at better prices than in the export market.



L. M. Cash, Decatur, Ill., Re-elected Second Vice President.

The whole bill is based on the false hypothesis that adequate funds are not already available to the farmer and dealer in farm products for carrying on their regular commercial operations.

The bill furnishes a concrete example of the character of legislation that may be enacted to meet public demands for a cure for imaginary conditions.

If all the members of Congress had been thoroughly informed as to existing conditions, this bill never would have passed. There has never been a real reason for its passage. The old complaint that the producer and dealer in farm products did not have access to ample funds to carry on their affairs is false and misleading. With security such as provided for in the law, ample funds are now and have been available through the ordinary channels of banking.

The legislative atmosphere in Washington is often so clouded by persistent and unwarranted lobbying as to prevent the truth filtering through. The tissues of falsehood woven about legislative matters by the professional paid lobbyist often mislead our legislators.

They are earnestly seeking the truth as is witnessed by the hearings that they are continually holding on all measures under consideration.

The system of lobbying as now carried on by the professional paid lobbyist should be prohibited. It has become a menace to popular Government. We have few more glaring instances of the unwarranted practices of these lobbyists than is presented by the lobby maintained by the farm interests in Washington during the past year. For the most part this lobby is made up of hirelings whose chief interest is drawing their salary.

If we grant, (which we do not) that there was a legitimate demand for a bill to accomplish the objects aimed at in the Substitute Bill, still the measure as passed contains such inherent weaknesses that it would not accomplish the end in view.

As an example among these weaknesses, let us suppose that the whole billion dollars provided by the measure may be loaned by the Corporation at any given period and that the billion dollars are invested in grain or farm products to hold for export at higher prices than prevailing. This vast amount of grain or other products so held would create a dangerous menace to the stability of the markets of the world. In other words, it would be such an increase in the visible supply that it would very materially affect the markets both at home and abroad. This might materially reduce the price at which the farmer in this country would be able to sell his commodities.

The effect of having a billion, or even a quarter of a billion, dollars' worth of commodities pooled and held as a threat over the market can only be imagined.

It would deter the foreign buyer from purchasing until such time as the stocks being carried would automatically come on the market and depress prices to the level desired by the would-be buyer.

The foreign buyer has open to him the competitive markets of the entire world.

What buyer abroad would advance his bids above the competitive market, knowing that a billion dollars' worth of commodities in America were awaiting export whenever markets were satisfactory to the American pool?

He would naturally buy from other countries, or, even if buying in this country, would give first preference to the dealers outside the pool of whom he could buy at competitive prices. Or failing in this, would only buy from hand to mouth until the billion dollar supply would be forced on the market by necessity of circumstances, and would then buy at prices dictated by himself.

We must keep in mind that a vast number of dealers, holding millions of dollars' worth of grain outside of this quasi pool, would continue right along supplying the demand, both domestic and foreign, at current market prices, and thus prevent the necessity of foreign or domestic buyers patronizing the billion-dollar pool.

Let us consider the perishable nature of some of the products which would be held under this kind of an arrangement. Wheat for instance is not very safely carried beyond the two-year period, and the losses by deterioration in carrying it even that length of time are often enormous.

In case of commercial (shelled) corn, it is impracticable for that grain to be carried beyond the germinating period of the crop immediately following its production. In other words, if a billion dollars' worth of corn were to be accumulated in January and February of a given year, it must perforce of its physical character, be marketed before June following. This condition would create the necessity for selling the pooled corn above spoken of.

The buyers from abroad, being aware of the billion dollars' worth of corn purchased in February, would not be urgent buyers for the reason that they would know that the corn must come on the market within sixty or ninety days, no matter what the price might be.

All of these facts are so well known to the experienced producer and consumer that the provisions of the bill are really open to ridicule when viewed from the practical standpoint of experience.

Legislation to correct an evil that does not exist.—Untold billions of dollars are accessible to the producer, dealer or anybody else for the same purpose as provided in the bill, and on the same kind or even more lenient terms of interest and security.

The measure presupposes that the Corporation will be able by some legerdemain to create a foreign demand for American products, regardless of existing conditions.

Government money can furnish the means to carry grain indefinitely, but it cannot inject into the grain keeping qualities that will preserve it indefinitely. The world can go on short rations long enough to defeat the purpose of our nice little grain pool. The foreigners will buy when they are forced to at the very lowest market they can find any place in the world. They can economize on their wants and curtail the buying to the extent that the billion dollars' worth of grain or products provided by the bill to be accumulated would become an unmarketable surplus, that cannot safely and economically be carried until famine or some other unforeseen and unexpected event creates a demand for it.

The bill cannot possibly accomplish what it is designed to do, but even if it could, it would then create evils vastly worse than the imaginary ones that it undertakes to cure.

The measure completely overlooks the interests of at least sixty millions of our people who in event of its successful operation would be forced to pay higher prices for their food. The provisions of the measure will most clearly foster, abet and financially aid in the creation of a trust, which could legally advance the price of foodstuffs. It is wholly out of harmony with the previous fight of the government against trusts.

If the bill has any real virtue, it is to be found in the fact that its operation only extends to July 1, 1922, and it is to be devoutly hoped that by that time the demand for crazy, expedient legislation, smacking of the buncombe character, may have subsided.

The Association Bill, HR 2373, now on the conference calendar, only legalizes some of the illegal things heretofore being done with impunity by associations.

I think we all agree that if certain classes of our people are to be suffered to transgress the laws with impunity, then it is better to legalize the illegal acts than to encourage lawlessness by winking at the infraction of law. If this be socialism or class legislation, then we must make the most of it, but just why such class favors should be extended passeth the understanding of the average American citizen.

HR 7735, introduced by Mr. Christopherson, aims to create an American Stabilizing Commission and to provide for stabilizing the prices of certain farm products.

The general provisions of this bill are that a commission shall establish on every crop a minimum price at which the said commission will buy the surplus of said crop, and by reason of such a fixed price prevent the market during the year going below a fixed minimum.

This bill is such a radical departure from anything that we have ever known that I hesitate to make very particular comment on it. If enacted into law and successfully administered it would completely upset the present system of marketing. In fact, all of the measures aiming at a so-called "Stabilization of Values" overlook the age-old fixed law of supply and demand controlling prices. If this bill becomes a law it will be such a gigantic experiment that I hesitate to predict what effect it might produce. The objects of the measure are ideal, although extremely visionary. It is based wholly on the idea that the surplus of any crop fixes the price for the whole crop. We cannot agree to this deduction for the very manifest reason that the most of the crop is moved at prices as fixed under the law of supply and demand before the surplus is definitely known. I am unable to see how its enforcement could retroactively affect the price at which the bulk of the crop has already been sold.

I am most reliably informed that the bill has not been very favorably considered by the Agricultural Com'te.

There are still pending many other measures of more or less importance, most of which will die at the close of the present session.

The grain trade is still vitally interested in the provisions of the old revenue measure, which imposes a tax on freight charges on grain for export. Your com'te has given this matter careful attention, and has the promise of several members, both of the House and Senate, that this subject will have ample consideration in framing the new revenue measure.

It has developed since our last convention that little trouble has been experienced in the collection of tax erroneously paid on these freight bills.

During the turmoil of war and of reconstruction, some of the old measures for which the grain trade has contended have been completely lost sight of.

Important among these is the amendment to the Pomerene Bill. This amendment is in-

tended to correct certain evils in transportation.

The grain trade, along with nearly all other commercial organizations, is hopeful that in the not distant future the Congress may take up the question of the repeal of the old and odious Adamson law.

We must, however, be patient. The Congress is very much over-worked. Popular government is a complex organism. Political institutions originally founded to take care of a few simple problems are fast becoming inadequate to meet problems so complex as now prevail. The ordinary legislator has not the time to secure full information on a vast majority of the problems which are presented to him for solution. This lack of information accounts in a large measure for the lack of needed legislation and for the passage of misdirected legislation. Everything seems to conspire to increase the complexity of the legislative situation. It is high time that legislation be enacted from the standpoint of necessity rather than from expediency. The present state of unrest reflects itself more or less on our legislators. We need a hearty dose of quietude and good sense.

The Co-operative Movement.—The public mind has run amuck on the co-operative idea. This movement is hailed as a panacea for all commercial ills—the cure-all for every evil that besets the producer and consumer.

The original co-operative idea has been so perverted by professional organizers and demagogues that it has no semblance of its original self.

Co-operation in the broad sense of the term is always to be commended. The spirit of the "Long Pull, the Strong Pull, and the Now All Together Pull" for the public weal will always succeed, but that is not the prevailing idea of co-operation. The idea as it now prevails is the narrow, sordid plan of organization to pull for self and for self interests to the exclusion and detriment of all others.

The prevailing idea that co-operation means the perfection of a plan for buying cheap and selling high, and forcing all outsiders to submit without right of complaint. Its advocates are beseeching governmental aid in carrying forward its wicked purposes. This kind of co-operation will fail. It ought to fail. It is a delusion and a snare, a will-o'-the-wisp. Its strong advocates are propagandists, whose chief aim is to sap a living from the trustful, uninformed public. The professional organizer is abroad in the land, and is reaping a harvest while the getting is good. The fact that failure, disaster and ruin are stalking in his wake does not in the least deter him from proceeding in his unwarranted course.

In the grain business the co-operative movement has been particularly disastrous, but this does not seem to cool the ardor of the organizer and agitator. He hatches up a so-called "Good reason" for the failures that are pointed out to him, and shows how easy it is to avoid the pitfalls which have brought ruin to others. His particular job is to convince the people that his plan has within it the sure element of success. When failure comes, this organizer has secured his fees and departed for pastures green and untrod. The chief stock in trade of these organizers is a fund of falsehood and misrepresentation against the regular grain business. The whole scheme is visionary. It is inimical to the basic principle on which all sound business rests.

Co-operation as at present advocated is exactly the antithesis of competition. The entire fabric of American business and commercialism has been built up around the competitive idea. Success of the co-operative idea as now advocated means complete obliteration of competition. The American people must decide as to whether the kind of co-operation as now advocated is to supersede the long-tried and well-tested plan of competition in business.

Any business enterprise, in order to succeed, must have the basic principle of sound business and fair dealing or it will fail. The co-operative idea in its broad and American sense ought to prevail and succeed, but the co-operative idea as now promulgated has not within it the essence of success, and hence will fail. It is a popular craze that can rightfully be classed along with Populism, free silver, greenbackism and other crazes that have run their course in America. Like them, it will finally pass into oblivion.

There are still many unsolved legislative problems. Progress is being made toward their solution. Congress is very much handicapped by the unnecessary demands made upon it by the people. They appeal to Washington for aid in everything they undertake. They seem to have entirely forgotten local self-government. They should return to the good old habit of locally solving their own problems.

The public is beset with agitation well nigh unbearable. After war should come Peace, but with us it is Agitation. We seem to be over-organized. Too many of the war-time agencies are still functioning. The war produced an oversupply of would-be orators, stage lecturers and directors of public thought. The ideas of these agitators are as widely diversified as the scope of human thought. They vary from the honest patriotic believer in dem-

ocratic government to the rank socialist; from the vicious, dangerous anarchist to the harmless, braying human jackass.

Chief among these agitators is the so-called 'County Agent.' He is supported by federal and local taxation. The Federal and State are creating this office provides that the agent shall be a teacher of improved methods of farming. Instead of performing the legal functions for which the position was created, in many cases he has prostituted his position to the extent that he has become a common demagogue and agitator, and is a dangerous factor in the community. Such should be eliminated.

The result of it all is that this agitation so upsets public stability and quietude that our whole people are in a state of ferment and frenzy. In all relations of business, politics or social affairs we are dealing with people in an abnormal state of mind. Human thought is in a turmoil—human volition unguided and human action uncertain. Business is suffering under the guidance of such a state of public mind.

The people of this country are fundamentally patriotic, but in their present unsettled, nervous state, they are easily misled. Sooner or later they are sure to detect the false and misleading demagogues. Once aroused to the seriousness of the situation they will be quick to swing back to normal condition.

There are now manifold signs of a return to patriotic and sane principles.

We see it in the earnest effort of the broad-gauge financier to correct financial evils. He is willing to submerge self and self-interest in an effort to better the conditions of the whole people.

We see it in the efforts of our President and legislature to bring relief to all the people.

We see it in the actions of millions of workmen who will not submit to the narrow, selfish, unpatriotic demands of organized labor.

We see it in opposition to class legislation, even by many of its beneficiaries.

On every side we see signs of an earnest desire to return to the fundamental principles of Americanism, to Government strictly under constitutional principles of sound Government.

Class rule has always been a failure in this country. It always will be.

Populism tried it and failed.

Financial interests tried it and came to grief.

I. W. Wism tried it and came to grief.

Organized labor has had its fling and is slowly disintegrating under the eternal grind of right against wrong principles.

The so-called "Producing" class will soon learn the lesson that has come home to the rest.

Socialism, Sovietism, Communism, I. W. Wism and all the other yet-to-come damnable "isms" must fall under the steady forward march of Americanism. The eternal fitness of things will finally prevail and the Government founded by the people and for the people shall not perish from the earth.

The Corn Borer.

Professor Geo. I. Christie, of Purdue University, Lafayette, Ind., told of the invasion of northern Ohio by the corn borer spreading from the region about Fort Stanley, Ont., Canada, and said a hearing would be held Oct. 11 by the federal horticultural board at Washington on a proposed quarantine for the European corn borer.

It has been found in Northern Ohio, and in a section of Michigan and is coming west.

A broom factory at St. Thomas, Ont., in 1908 imported \$50,000 worth of broomcorn and introduced this pest from Europe. After spending a day with Professors Wiancko and Davis of our entomological department around Port Stanley we decided we would have to give up corn growing in Indiana if the pest spread to our state. In fields every stalk was destroyed. The stalks were broken and the ears were like India rubber. The wind and water have carried the moth and insect across Lake Erie.

We know of no method to combat it. We do not want that insect to spread. Shelled corn does not carry the insect.

A regional boundary is proposed to be established up to the west line of Indiana, not to quarantine the whole district, but to cover a few farms. I am interested in having that country policed.

The borer is a worm an inch long. It bores into the stalk of the corn and as many as 142 have been found in a single plant. It is a larva of a moth which flies about and lays eggs. It flies 5 miles and lays eggs on the corn. The larva will live 40 days in the water.

H. G. Pollock, Middle Point, O.: I am in

the county of Van Wert and we have a lot of worms in our corn of which I have samples here.

The two entomologists from Indiana examined Mr. Pollock's samples and to his great relief assured him the worms were not the dreaded borer.

Returning to the consideration of the revised constitution and by-laws Mr. Eikenberry read Sec. 1 of Art. III.

L. W. Forbell, New York, N. Y., moved an amendment to Sec. 2 of Art. IV so that a member would not be expelled for refusal to arbitrate before a National Com'te when he was willing to arbitrate before an exchange com'te. There was no second and his suggestion failed of adoption. The sec'y explained that this point was raised in the case of E. A. Clark & Co., of Portland, Me., v. A. F. Therrien of New York, N. Y., defendant, who refused to arbitrate under the National as the contract was under Boston Chamber of Commerce terms.

P. E. Goodrich, Winchester, Ind., moved that the report of the com'te be adopted as a whole. *Carried.*

F. E. Watkins, chairman of the Trade Rules Com'te, read a paper from which we take the following:

Trade Rules Com'te Report.

Your Trade Rules Com'te desires to report that only matters of routine have occupied its attention during the past year. Inquiries in reference to Trade Rules and customs have increased in number partly due to a growing membership, but more especially to the disturbed conditions in the trade during the readjustment period. It is gratifying to note how well our code of Trade Rules and our system of compulsory arbitration is standing up under the strain of these conditions, the most severe test which has been put upon them since their inception.

However, despite all of the appeals to our members, for years past, to familiarize themselves with the rules, there is still room for improvement in this direction. Votes taken in two mid-winter meetings of State Conventions the past year, indicate that only a minority of those present were sure that they had a copy of the rules in their possession and had looked them over within the preceding twelve months. We would like to emphasize, by repetition, a paragraph from an editorial appearing in one of our leading trade journals and inspired by a review of the volume of arbitration decisions, then just off the press. We quote:

"The majority of grain shippers do not know these guide posts, and yet the validity of every trade may be influenced by its conformity to or divergence from these rules, which are the result of the application of common sense and fundamental law to trade practice over a long period of years.

"A cursory examination of the decisions show how many pitfalls there are for the uninformed dealer and is a potent argument for a closer study of the rules, which in many cases would save large sums of money. Hundreds of dollars have been at stake in many instances, and often without any necessity. An evening or two spent with the trade rules would be about as good an investment of time as we know of."

You have before you for consideration today certain amendments to our code of Rules. These proposed amendments are the residue of various suggestions from many sources which were presented, by the committee, to the members of the Arbitration Com'tes for their opinions and recommendations. These suggestions favored by a majority of these committeemen are now submitted as meriting the consideration of this body.

We feel that changes in our rules should be made only after mature deliberation and only in response to a very apparent and more or less universal need. An attempt to cover every little detail of trade practice would be futile and lead to confusion. We should deal with broad underlying principles, in the main, and in our opinion our present code is evidence that this idea has prevailed in past years.

Mr. Watkins then read the following amendments and after considerable discussion all were adopted without change:

Amendments to Trade Rules.

NOTE: The words in capitals indicate the proposed changes, those in parenthesis the omissions.

Rule 4. (a) Confirmation: ***** Upon receipt of said confirmation, the parties thereto shall carefully check all specifications named therein and upon finding any differences, shall

immediately notify the other party to the contract, by wire OR TELEPHONE AND CONFIRM IN WRITING, except in the case of manifest errors and differences of minor character, in which event, notice by return mail will be suffice.

(b) ***** Upon receipt of said confirmations the parties thereto shall carefully check all specifications named therein, and upon finding any differences, shall immediately notify the other party to the contract, by wire OR TELEPHONE AND CONFIRM IN WRITING. In default of such notice (BY WIRE) the contract shall be filled in accordance with the terms of the confirmation issued by the broker.

Rule 9. Demurrage: The seller shall be liable for any demurrage AND/OR ADDITIONAL charges accruing on grain billed to "shipper's order," when such charges can be shown to have accrued by reason of the inability of the buyer to get possession of the bill of lading whenever said bill of lading is necessary to furnish disposition.

Rule 17. Bills of Lading: Bills of lading attached either to invoices or to drafts shall be original and negotiable, and in conformity with the specifications of the contract on which the shipment is to apply, and shall be signed (IN INK) IN ACCORDANCE WITH RULES OF CARRIERS. Any loss resulting from irregular or incorrect bills of lading shall be paid by the seller.

Rule 6. Billing Instruction: (b) The buyer shall be allowed three calendar days within which to furnish billing instructions on sales for deferred shipment, and must furnish the said billing instructions any time after three days, when requested by the seller. Should the buyer, after the expiration of the allotted three days, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to ship the grain to the post office address of the buyer, OR TO SELL IT FOR THE ACCOUNT OF THE BUYER AND CHARGE THE USUAL COMMISSION FOR SO DOING, or to cancel the contract (OUTRIGHT) AT FAIR MARKET VALUE AND CHARGE THE LOSS, IF ANY, TO THE BUYER; twenty-four hours' notice having been given by the seller of his intention and election.

Shipping directions furnished by the buyer before the expiration of said 24 hours must be accepted by the seller.

RULE 40. FILING CLAIMS: THE PARTY IN POSSESSION OF NECESSARY PAPERS FOR USE IN FILING A LOSS OR DAMAGE CLAIM AGAINST THE RAILROAD, BEING UNABLE OR REFUSING TO DELIVER PAPERS TO OTHER INTERESTED PARTIES BEFORE TIME FOR FILING CLAIM IS OUTLAWED, SHALL FILE A PRELIMINARY CLAIM FOR ACCOUNT OF WHOM IT MAY CONCERN. FAILURE TO DO THIS WILL THROW THE RESPONSIBILITY FOR ANY LOSS ON THE PARTY THUS HOLDING THE PAPERS.

Alexander S. MacDonald, of Boston, Mass.: I do not trade under G. D. N. A. rules. When asked to do so I reply "Rule 38 barred."

Mr. MacDonald's objections to rule 38 were contained in the last sentence "Diversion of the shipment by the buyer to some point beyond the billed destination shall constitute an acceptance of the grain and a waiver of the guaranty."

E. M. Combs, Chicago, Ill.: I suggest that this be made a point for consideration by the



F. E. Watkins, Cleveland, O., Re-elected First Vice President.

rules com'ite and a report be made to-morrow. Suggestion adopted.

Pres. Clement referred the Rule 38 redraft

Wednesday Morning Session

A moving picture of the Baltimore terminals of the Western Maryland Railroad produced by the Lewy Studios of Baltimore preceded the address of Dr. R. E. Doolittle at the opening of the Wednesday morning session. Dr. Doolittle gave a valuable interpretation of the application of the Pure Food and Drugs Act to the grain business, which is published in full elsewhere in this number of the Journal.

Mr. O'Bannon asked for a definition of damaged oats.

Dr. Doolittle: We would consider it as damaged with reference to its use for human or animal food. The color of red rust proof oats or its germination test is of no direct interest to this department.

You are liable if the seller to you did the watering and you reship in interstate commerce; but a hearing is always granted before prosecution and the government will consider all the facts.

E. M. Wayne: In case I had a car of corn in an elevator and it became mixed am I liable if I bill it out as corn?

Dr. Doolittle: You are.

Pres. Clement then presented the booster prizes to the three members present, prize-winner Hunting being absent.

Lester Stone, Amarillo, Tex., was awarded first prize; P. C. Sayles, Columbus, O., second prize; E. F. Huber, Minneapolis, Minn., third prize, and F. H. Hunting, Sioux City, Ia., fourth prize.

Chas. D. Jones: It is easy to attend annual meetings and whoop things up, but to attend year after year and do the work year after year is an evidence of an unselfish disposition on the part of Henry L. Goemann.

In 1906 at Niagara Falls after we had just about hit the rocks with a small membership and no money Mr. Goemann and a few other loyal souls like him put their hands in their pockets. It was then and there that Mr. Goemann was elected our president and he has done his work for the love of it.

Mr. Jones called on Mr. Goemann to step forward and he presented him with a valuable diamond stick pin as a token of the esteem in which he is held by the members.

Mr. Goemann was overcome but thanked the dealers for the kindly expression of their appreciation.

H. A. Foss and J. W. Radford praised Mr. Goemann for his work.

Mr. Quinn read the report of the Uniform Grades Com'ite.

The remaining com'ite reports were accepted as presented without being read, and will be incorporated into the records of the Ass'n.

Membership Com'ite Report.

During the past year, which we all know has been the most strenuous in the history of the grain trade, the Boosters of your splendid organization have put forth their best efforts in an endeavor to enroll 350 new members, and after many months of good hard work 354 new members were secured.

When you stop to consider that in 1919, which ranked among one of the best years for the trade, we secured but 361 members, you can very readily understand that in 1921, with all its trials and tribulations, it has required no little patience, effort and coaxing to secure 354 members. It is a record that each and every one can be justly proud of, and each and every one of the Boosters is entitled to sincerest thanks for the hearty co-operation and splendid work he did during the campaign. It has only been thru their excellent support that the campaign has been made a big success.

Each year prizes are awarded to the four Boosters securing the most new members during the campaign. The following is a list of the 1921 prize winners:

Lester Stone, Amarillo, Texas, 1st prize, enrolled 48 members.

P. C. Sayles, Columbus, Ohio, 2nd prize, enrolled 24 members.

E. F. Huber, Minneapolis, Minn., 3rd prize, enrolled 17 members.

to a com'ite composed of the rules com'ite, appeals com'ite and Mr. MacDonald.

Adjourned to Wednesday morning.

F. H. Hunting, Sioux City, Iowa, 4th prize, enrolled 13 members.

In conclusion your Membership Com'ite wishes to thank each and every one of you who has had part in making the 1921 campaign a big success. Let's all put our shoulder to the wheel in the next campaign to "put it over big."

C. B. Fox, of New Orleans, La., chairman of the com'ite on merchant marine, in his report said:

Merchant Marine.

The merchant marine should stand on its own bottom, and if the foreign steamship lines are willing to take lower rates to Europe, they should be allowed to do so, without references to a conference which has all the ear-marks of a monopoly in restraint of trade. In other words, the competition among ocean carriers should be open and untrammelled, based on the law of supply and demand.

During the past few weeks foreign steamers have been lying around the various ports waiting for freight, bound by conference rates which prevented them from making concessions, by taking cargo at reduced prices and getting their steamers turned around quickly.

The purpose of the merchant marine is, I believe, to further American trade in foreign countries and should, therefore, be in a position to compete with foreign tonnage. Competition should exist between our merchant marine and foreign steamship lines or tramp steamers, which would enable us to get as much as we can for our products on this side, by taking advantage of the low steamer rates which foreign owners are sometimes willing and sometimes compelled to take.

During the past few weeks British and other steamers have been willing to take reduced rates, but could not do so, being under obligation to maintain rates, as stated above.

The report of D. M. Cash for the Com'ite on Rejected Applications, follows:

Rejected Applications.

Your Com'ite on Rejected Applications beg to report that ten cases have been referred to it since the Minneapolis convention.

Out of the ten cases investigated it was the judgment that six of these were worthy of membership in our Ass'n while three were found for good causes not satisfactory. One case is still under investigation.

As the Com'ite has only been serving your Ass'n two years a little detailed information as to the work of this Com'ite might not be amiss at this time.

The Com'ite is divided into three divisions in order to facilitate the work. The Western division is in charge of S. C. Armstrong, Seattle, Washington; the Eastern division in charge of A. S. MacDonald, Boston, Mass.; and the Central division in charge of D. M. Cash, Decatur, Ill., who is the chairman.

When an application for membership has been objected to by some member your Sec'y sends the complaint to the Chairman of this Com'ite who either investigates, or has investigated by the member of the Com'ite in whose division the applicant resides, the complaint from all angles and then after the Com'ite's vote has been secured the result with all papers pertaining to the investigation is sent in to your Sec'y who submits the report to the Directors for their final decision.

Our Com'ite is really a court of judges to pass on evidence submitted as to the standing of concerns complained of. We must and do judge each case on its merit without prejudice.

The work of this Com'ite brings it in contact with some very peculiar situations and we find in many cases where the objections made are simply founded on some petty differences, but of course some cases are well founded.

At times it is very difficult for us to obtain authentic information because even the member objecting is loathe to give his reason fearing that the information will be divulged to the applicant.

We would like to impress on the members that they can be of great assistance to the Com'ite if they will co-operate with them in these investigations when called upon to do so. All information is held in the strictest confidence by the Com'ite and our Sec'y.

One case which was referred to this Com'ite was where two grain firms had been admitted to membership, in fact had held their membership cards for some time when one of the secretaries of one of the State Ass'ns asked that these members be expelled because they were not considered regular grain dealers. That is they had no investment at the stations where they were operating. In other words, they were known as "scoop shovelers." We do not think that this was a matter for this Com'ite but rather a matter for the Directors to decide as to whether these members should be expelled or retained in the Ass'n. Nevertheless, your Com'ite is making an investigation

which will be duly submitted to the Board of Directors.

While this investigation perhaps will not only serve to enable the Directors to decide this case it will bring to their attention the fact that some steps should be taken to have a more careful plan worked out so that all applications may be more thoroly looked into before the applicants are admitted to membership.

It seems to your Com'ite that our Ass'n, in its desire to increase the number of its membership, has let down the bars too low. We are becoming, it would seem, too all-inclusive. Almost anybody can be a member of the Ass'n and their membership applications are approved in almost every instance by a large percentage of the Board of Directors who have never heard of the concern in question.

While your Com'ite will not attempt to outline any plan or recommendation we would suggest that requirements for admission to membership be a little more rigid. It would not be a bad idea if all applications were published before being passed.

The work of this Com'ite has not been heavy considering the number of yearly admissions to membership, nevertheless it does seem to us that the number of cases presented to our Com'ite should not have reached the total of ten for one fiscal year.

F. E. Watkins presented a redraft of Rule 38 complying with Mr. MacDonald's suggestions, and making 4 paragraphs; but Chas. B. Riley moved it be laid on the table. *Carried.*

E. C. Dreyer, St. Louis, Mo., pres. of the Feed Distributors Ass'n and chairman of the Feed and Grain Joint Com'ite, presented the rules agreed upon by com'ites of the grain dealers, millers and feed handlers, giving a history of their development by a year and a half of work. Robert Beatty, of Minneapolis, Minn., sec'y of the Feed Distributors, read the rules, which are published in full elsewhere in this number of the Journal.

Mr. MacDonald moved that the rules be adopted in their entirety. *Carried.*

Mr. Dreyer moved that any other feed rules of the Grain Dealers National Ass'n be eliminated. *Carried.*

Mr. Watkins: I know that assorted cars containing grain be subject to grain rules. *Carried.*

Elmer Hutchinson, Arlington, Ind.: I propose an amendment to the arbitration rules that "Samples should not be submitted in evidence. Inspection certificate or other documentary evidence should be submitted." The documents can be obtained by the litigants at the time. *Carried.*

Jno S. Green, Louisville: I move the whole action on Rule 38 be reconsidered and the matter held over a year.

Chas. B. Riley moved reconsideration.

Mr. Watkins: I really think we had better think this over.

Pres. Clement: I really am disappointed that it is necessary to repudiate our action.

Mr. Green's motion to hold over a year was carried.

H. B. Dorsey: I withdraw my motion of yesterday.

E. M. Wayne, Delevan, Ill., presented the following resolution which was adopted:

Whereas, thru the manifestation of an all-wise providence death has removed from our ranks our friend and brother, one of God's noblemen, who passed to his final reward at his home in Illiopolis, Ill., Jan. 3, 1921. Therefore, be it

Resolved, that this Ass'n in convention assembled at Chicago, Ill., Oct. 3, 1921, with great sorrow and affliction is mindful of the great loss we have sustained by his death. He was a firm believer in and an untiring worker for the advancement of our organization and the betterment of the Grain Trade and all commercial and social activities that stand for better life and living. Stalwart in mind and intellect, integrity and honor, we relied upon him as our guide, our counsellor and friend.

His memory will ever live in our lives. We deeply sympathize with his family. Mere formal words cannot adequately express our sympathy for the dear ones in the shadow of their grief and loneliness.

H. L. Goemann for the auditing com'ite reported that the records were found accurate and well kept. On motion the report was received and filed.

Adjourned to 2 p. m.

Wednesday Afternoon Session

E. M. Wayne: I move that the special executive com'te report be placed in the records.

H. L. Goemann: I move that the com'te be placed under the jurisdiction of the board of directors.

F. G. Horner presented a resolution requesting a Chicago daily newspaper to print a correction of a statement by its reporter that E. M. Wayne, in his address at the banquet, had declared the present marketing system to be antiquated. *Carried.*

Mr. Horner, chairman of the Com'te on Resolutions, then read the following resolutions, all of which were adopted:

Pernicious Activity of County Agents.

WHEREAS, the Smith-Lever Act, by authority of which Federal funds are made available to the respective States, for the maintenance of county advisors, explicitly limits the activities of such county advisors to educational and research work; and

WHEREAS, a great many county advisors are now giving such educational and research work only secondary attention, and are dissipating their time and prostituting the prestige of their official position and exerting their energies in endeavoring to discredit and destroy legitimate and efficient competitive marketing enterprises of their respective counties and States; and

WHEREAS, said county advisors are acting as direct and official representatives of certain trade organizations, and using their time and prestige and facilities of their office for propaganda for the furtherance and benefit of such trade organizations, and to the detriment of the general public and the attempted destruction of their competitive business enterprises; therefore, be it

RESOLVED, that the Grain Dealers National Ass'n demands that the provisions of the Smith-Lever Law be enforced, and that all Federal assistance be withdrawn from such county advisors, and that a copy of this resolution be sent to the President of the United States, the Sec'y of Agriculture, and each member of Congress.

Future Trading Most Economic Method.

WHEREAS, the system of trading in grain or future delivery in store on official grades established by the several States and by the government of the United States, has long been established and well tested under all conditions of commercial life; and

WHEREAS, rules and regulations have been adopted by the grain exchanges of the United States in connection with such trading for the protection and benefit of all interests participating in the execution of such contracts; and

WHEREAS, the unusual economic conditions prevailing during the year did result in the overabundant movement of grain to terminal markets immediately following the advent and harvest of the new crops; and

WHEREAS, the burden of providing a constant market and demand for this large over-supply of grain rested upon the stability and efficiency of this system of future delivery contracts in giving at all times instant protection in the form of hedging insurance, thus providing a daily and constant attendance of competitive buyers for this volume of ready grain in excess of daily necessities; and

WHEREAS, this ever present demand permitted the free movement of grain at times when it was most urgent to country shippers and producers; and

WHEREAS, this was beneficial to all branches of commercial life resulting in the conversion of produce into money; therefore, be it

RESOLVED, that we, the Grain Dealers National Ass'n do unanimously approve and reaffirm our faith and belief in this long established and well tried system of future trading as the most efficient and economic method of providing a constant and reliable market, and as an agency of distribution beneficial to producer and consumer alike.

Publicity Campaign Indorsed.

WHEREAS, the Grain Dealers National Ass'n, realizing the necessity of a campaign of publicity to counteract the wave of socialism that is sweeping over the country, and for the purpose of educating the people of this country as to the functions of the grain exchanges, and the valuable services rendered by the country grain buyers, and the various other agencies used in the marketing of the surplus grain of the United States; and

WHEREAS, President Clement and the Executive Com'te of the Grain Dealers National Ass'n called a meeting of delegates from the grain exchanges, state grain dealers ass'ns, and

other allied organizations, and after due deliberation and careful consideration by this body, a Special Executive Com'te of this Ass'n was authorized to arrange and put into effect a publicity campaign to set before the people of America, in the best possible manner, the services rendered and the aims and aspirations of the legitimate grain trade, as a whole, and invested this Com'te with the power to solicit the grain trade and allied interests for funds to carry on the work, and do all things necessary to carry this project thru; therefore, be it

RESOLVED by the Grain Dealers National Ass'n, that we commend President Clement in his efforts in our behalf, and endorse the work already done by the Special Executive Com'te.

Class Legislation Condemned.

WHEREAS, it is generally recognized that the United States is constantly drifting away from the republican form of government conceived by the framers of our Constitution, and guided by selfish class prejudice and an ambitious bureaucracy, is approaching nearer and nearer a pure democracy, which in the last analysis is nothing but the mob-rule of socialism; and

WHEREAS, such departure can mean nothing but the gradual but certain destruction of our most cherished traditions and institutions, and the termination of that wonderful development of initiative and individualism which has been the basis of the most phenomenal prosperity which has ever been witnessed, and which has excited the envy and commanded the admiration of the entire world; therefore, be it

RESOLVED, by the Grain Dealers National Ass'n that we deplore and condemn in unmistakable terms the tendency to forsake the precepts of our Constitution, and unalterably oppose any and all intrusion of our Government in business affairs, excepting for the prevention and regulation of monopolies; and be it further

RESOLVED, that we are unalterably opposed to special or class legislation of any and every kind, and that we especially condemn such legislation as the Adamson and Clayton Laws; and be it further

RESOLVED, that we view with the greatest alarm such combinations of members of our legislative bodies as the so-called "Agricultural Bloc," who are professedly organized for the sole purpose of securing special and preferential legal and financial assistance from the United States Government, for the benefit of one specific class of citizens.

Condemn Misstatements of Elevator Profits.

WHEREAS, at a hearing of the Interstate Commerce Commission held in Washington, D. C., on Aug. 25, 1921, L. E. Wetting, manager statistical bureau, Western Lines, Chicago, testified as to the profits made by country elevators, and gave as his authority for such testimony the preliminary report of the Federal Trade Commission, of Aug. 13th, 1921, on the profits of country elevators; and

WHEREAS, such figures were grossly distorted and misused, as was subsequently admitted on cross-examination; and

WHEREAS, such testimony was widely published by the press and disseminated to the innocent public to the detriment of the country elevator operators; therefore, be it

RESOLVED, by the Grain Dealers National Ass'n in Convention assembled, that we condemn such misstatements, whether deliberate attempts at falsification, or ignorant misrepresentations, as unworthy of the supposed thoroughness and exactness of the head of the statistical department of a body of railroads, and that a copy of this resolution be sent to the Chairman of the Interstate Commerce Commission and the American Railway Ass'n.

Warn Against Undue Concentration of Banking.

WHEREAS, we recognize the wonderful improvement in our banking system which has resulted from the enactment of the Federal Reserve Law; and

WHEREAS, we recognize the almost indispensable service of the Federal Reserve in enabling our banking system to function so efficiently and to meet so successfully the problems produced by the chaotic period of the world war; yet we should not blind ourselves to its obvious dangers; and therefore, be it

RESOLVED, that we warn against undue concentration of power over our credit and banking system.

Support for Near East Relief.

WHEREAS, the Near East Relief, especially designated and chartered by Congress to distribute relief in that area, has launched a campaign for five million bushels of grain from the farmers of America; therefore, be it

RESOLVED, by the Grain Dealers National Ass'n, that we hereby endorse the work of the Near East Relief and pledge to it our active co-operation and generous support in its great humanitarian endeavors, and to this end we recommend that all elevators and mills collect, receive, elevate and ship farmers gift grain for the Near East Relief without charge.

Denounce Differential Discounts for Off Grade Wheat.

WHEREAS during Government control of handling wheat when prices were high, practically double present prices, discounts for different or lower grades were arbitrarily increased over the discounts long prevailing under competitive conditions; and,

WHEREAS, the exporters at Gulf ports have continued to apply what is termed the Government discounts of three cents below No. 1 for No. 2 wheat, six cents for No. 3, ten cents for No. 4 and fourteen cents for No. 5, and as much more as their conscience would permit for sample grade, which we consider unreasonable and unjust as the same exporters are applying only two cents discount between the various grades at some of the control markets; be it

RESOLVED, that the Grain Dealers National Ass'n in annual meeting assembled October 5th, 1921, request, urge and demand that the exporters discontinue application of this unreasonable and unjust discount which levies an unreasonable burden upon agriculture now already burdened to the full limit under existing conditions, and return to the discounts prevailing prior to Government control on a basis which will fairly represent the difference in the intrinsic or actual value in the various grades.

A resolution that the Federal Government continue operating the Mississippi-Warrior River barge line was defeated, Mr. Goemann and Mr. Green pointing out that the proposition was not national but sectional.

Mr. Eikenberry, chairman of the Nominating Com'te, reported the following nominations for office for the ensuing year and all were unanimously elected:

Pres. Ben E. Clement, Waco, Tex.; first vice pres., F. E. Watkins, Cleveland, O.; second vice pres., D. M. Cash, Decatur, Ill.

Directors for two years: B. C. Moore, Kansas City, Mo.; C. D. Sturtevant, Omaha, Neb.; A. S. MacDonald, Boston, Mass.; F. D. Jackson, Tampa, Fla.; S. C. Armstrong, Seattle, Wash.; Harry M. Stratton, Milwaukee, Wis.; Jesse J. Culp, Warrensburg, Mo.; H. F. McCarthy, Minneapolis, Minn.; Marshall Hall, St. Louis, Mo.; E. F. Brown, Lewistown, Mont.; Robt. Ryon, Lansing, Mich.; H. B. Fowler, Charlotte, N. C.; A. J. Ames, San Francisco, Cal.; E. H. Beer, Baltimore, Md.; and W. B. Bashaw, Montreal, Canada; director for one year, E. M. Wayne, Delavan, Ill.

Mr. Clement thanked the members for the honor again conferred on him.

Adjourned *sine die*.

Convention Notes.

"Kwiterbelliakini!" was the eloquent one word sermon on business conditions delivered by cheerful Henry Lichtig.

A mechanical box car unloader was shown in operation by means of a motion picture exhibited by the Ottumwa Box Car Loader Co.

A ticker installed by the Chicago Board of Trade furnished continuous market quotations, and these were posted on a blackboard by an attendant during market sessions.

A motion picture, illustrating the grain handling and port facilities of Baltimore was shown in the convention hall under the direction of Baltimore receivers and dealers.

The Special Executive Com'te of the Ass'n maintained open house in a room adjoining the registration. Dealers were invited to make use of it, and educational literature was distributed.

The singing, led by Fred W. Haigh, with "Bill" Cummings presiding at the piano, assisted materially to get the dealers into the convention hall. Incidentally, the two Toledoans, Messrs. Haigh and Cummings, again demonstrated their ability as musicians.

Registration passed the thousand mark, and this did not include the ladies, of whom there were a great number. At the close of the first day 830 dealers had received identification badges and by Wednesday noon this had increased to 1,029.

Exchange officials in attendance included E. D. Bigelow, sec'y Kansas City Board of Trade; Fred E. Pond, sec'y Buffalo Corn Ex-

[Continued on page 483.]

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Little Rock, Ark.—Oct. 1 The Daniel Mill & Elvtr. Co., with a capital stock of \$100,000, succeeded the Joe Daniel Mill & Elvtr. Co. D. Jacob Daniel is pres. and gen. mgr. of the new company.

CALIFORNIA

Los Angeles, Cal.—Mail addressed to Newmark-Krause Co. is returned marked "Unclaimed."

Willows, Cal.—The warehouse of the Norman Warehouse Co., about 8 miles from here, containing 10,000 sacks of barley and 1,000 sacks of rice, burned Sept. 27 with a loss of \$20,000.

CANADA

Burstall, Sask.—An elevator costing \$11,000 will be built here by the Federal Grain Co.—B.

Calgary, Alta.—The McMillan Grain Co., Ltd. has opened an office here with L. R. Clark as mgr.

Sifton, Man.—The elvtr. of the Ruthenian Farmers Elvtr. Co. burned at 3:30 a. m. Sept. 29, and is a total loss.

Consort, Man.—The elvtr. of the United Grain Growers at this station is completed. The agent's name is Vail.

Gleichen, Alta.—The Alberta Pacific Elvtr. Co. has torn down its old building and rebuilt it. It now has one of the most modern elvtrs. in this part of the country.

Winnipeg, Man.—An appeal from the decision of Judge Curran in suspending the operations of the Royal Commission, was heard Sept. 26 and the matter taken under advisement.

Clandeboyne, Ont.—The Farmers Co-op Elvtr. Co. recently lost its elvtr. containing 300 bus. of wheat, 3 tons of brans and shorts, about 250 tons of coal and considerable gasoline and oil, by fire.

St. Boniface, Man.—James Leslie, formerly mgr. for the Canada West Elvtr. Co. is now mgr. for Elvtr. "K" which was leased by Parrish & Heimbecker and operated as the Superior Elvtr. Co.

Montreal, Que.—S. S. Pocock is now in full charge of the new offices of the N. Bawlf Grain Co., Ltd., of Winnipeg, in this city. He comes from Calgary where he has been in charge of the company's interests since 1916.

Collingwood, Ont.—The elvtr. of Ed. R. Bacon Grain Co. celebrated its 50th anniversary on Sept. 16. The house was opened Sept. 16, 1871 and the first vessel loaded out. In fact this was the first elvtr. on the upper lakes. It then had a capacity of 180,000 bus.

Toronto, Ont.—James Ritchie, former grain buyer in this city for the Kent Mills, died at his home in Chatham recently at the age of 88. The older members of the grain trade regret his passing deeply as he was a well known judge of grain and a man with many friends. He had not been in active business for about 15 years.

Fort William, Ont.—At the recent annual election of the Fort William and Port Arthur Grain Exchange the following officers were elected: N. M. Paterson, re-elected pres. by acclaim; H. Sellers, vice-pres.; council, J. A. Campbell, R. B. Pow, Geo. A. Coslett, S. A. Chamberlain, Allen Allen, Geo. Ewing, D. E. McKay, John Bell, W. K. Wickens and J. H. Irwin. J. A. Campbell is sec'y treas. and the com'te on arbitration and appeals is composed of Geo. Coslett, H. Sellers, John Bell and the sec'y. S. S. Orstad and H. S. Burngeat are auditors.

COLORADO

Flagler, Colo.—The elvtr. of the Flagler Grain & Elvtr. Co. has been completed and is receiving grain.

Nunn, Colo.—We have completed our 40,000-bu. concrete elvtr. at this point.—Colorado Milling & Elvtr. Co., Denver.

Manila (Walker p. o.), Colo.—We have completed our 12,000-bu. ironclad cribbed house at this point.—Colorado Milling & Elvtr. Co., Denver.

Keensburg, Colo.—We have bot the elvtr. of the Farmers Elvtr. Co. here.—Colorado Milling & Elvtr. Co., Denver. (This house was leased and operated last year by the Summit Grain & Coal Co.)

Darlow, (Brighton, R. D. No. 2), Colo.—Our company was recently organized and incorporated and we later bot out the Darlow Farmers Elvtr. Co. A. Nordstrom is pres. and I am mgr.—Claude E. Law.

Hyde, Colo.—John Hamlin has succeeded A. L. Johnson as mgr. for the Shannon Grain Co., of Kansas City, Mo. The company has an elvtr. here.—W. H. Ward, mgr. Farmers Milling & Mfg. Co-op. Co.

Ft. Collins, Colo.—The elvtr. of the Moody & Warren Commercial Co. completed some time ago, is the tallest elvtr. in this part of the state being 120 ft. high. It has a capacity of 40,000 bus. and will be improved and enlarged if present plans are carried out.

Denver, Colo.—We contemplate building a 500,000-bu. concrete terminal elvtr. here; 40,000-bu. concrete elvtrs. at Akron and Yuma and a 30,000-bu. concrete house at Crook. We now have a 40,000 bu. concrete house under construction at Pierce and have just completed a 40,000-bu. concrete elvtr. at Nunn, a 12,000-bu. iron clad elvtr. at Manila and a 30,000-bu. concrete house at Preston, Ida. We have also bot the 12,000-bu. cribbed elvtr. of the Farmers Elvtr. Co. at Keensburg, Colo.—O. L. Malo, vice-pres., Colorado Milling & Elvtr. Co.

IDAHO

Lewiston, Ida.—The Globe Grain & Milling Co. has opened a branch office in this city.

Preston, Ida.—We have completed our 30,000-bu. concrete elvtr. here.—Colorado Milling & Elvtr. Co., Denver.

Preston, Ida.—We are building a 25,000-bu. concrete elvtr. and expect to have it completed in 60 days.—R. L. Fisher, Inter-Ocean Elvtrs.

ILLINOIS

Panora, Ill.—The Armour Grain Co. is installing new scales in its elvtr.

Omaha, Ill.—Meyer & Meyer have succeeded French Bros. H. J. Meyer is mgr.

Oakland, Ill.—The elvtr. of the Brocton Elvtr. Co. burned recently with a heavy loss.

Perdueville, Ill.—The elvtr. of the Carson Grain burned Sept. 24 and is a total loss.

Le Roy, Ill.—We have succeeded W. A. Walters & Co.—C. E. Dawson, W. H. Wrigley & Co.

Wyand, Ill.—Oscar Berga is now mgr. for the Farmers Grain & Stock Co-op. Co. A. Halberg, reported mgr., is second man.

Auburn, Ill.—G. P. Harris, sec'y and mgr. of the Auburn Roller Mills Co., has resigned from active participation in the operation of the firm.

Decatur, Ill.—W. H. Suffern who retired from business in March, is making his annual sojourn to Los Angeles, where he will spend the winter.

Mortimer, Ill.—The Farmers Co-op. Elvtr. Co. has practically been organized here and steps will be taken at once to secure the local elvtr., which is owned by the National Elvtr. Co.

Chrisman, Ill.—We bot the elvtr. of the A. K. Hartley Estate, at public sale, Sept. 20 and are operating it as the Chrisman Grain Co. Members of the firm are W. B. Swank, J. M. Wasson, R. P. Morris and myself.—F. K. Coe, mgr.

Winkel (Delevan p. o.), Ill.—The Farmers Grain & Coal Co. of Green Valley held its annual meeting recently and practically decided to build an elvtr. here where it owns a switch.

Columbia, Ill.—The Farmers Co-op. Grain Co. has been organized with a capital stock of \$40,000 and will build an elvtr. here. J. C. Gummshheimer is pres. and Geo. C. Riebling, sec'y.

Fillmore, Ill.—The Farmers Elvtr. Co. at a recent meeting decided to save the company. More shares of stock were sold and the company was able to pay off its indebtedness and put the elvtr. solidly on its feet financially. The old board of directors having previously resigned, a new one was elected. Frank E. Cress, Ed. Smith and Ray Fesser are among those elected.

Chandlerville, Ill. — The Farmers Co-op. Elvtr. Co., which was recently organized and was reported to have bot a site for a new concrete elvtr. has bot the elvtr. of the Turner-Hudnut Co., and will retain J. W. Abbott, mgr. of the elvtr. for the last 18 years, as special advisor for a time. W. A. McNeil, of Flat Meadow, is mgr. of the new company with H. Dillow as ass't.

Newman, Ill.—The partnership of Frank Jones and Elvis Weathers has been dissolved. The company operated as the Weathers Grain Co. here and Mr. Weathers will retain this elvtr. and operate it alone. The other elvtrs. were operated as the Frank Jones Grain Co. and were located at Ridgefarm, Humrick and Vermillion Grove. These will be operated by Mr. Jones for himself under the old name.

Dwight, Ill.—The Farmers Co-op. Elvtr. Co. lost its elvtr. by fire at 1 a. m., Sept. 26. A towerman discovered the building on fire and sent in the alarm; but it had gained so much headway that it was beyond control. The elvtr. contained 9,000 bus. of corn and 1,500 of oats. A new steel grain car on the siding by the elvtr. also burned. Sparks or an overheated motor are given as the causes of the flames. The loss is partially covered by insurance.

Alvin, Ill.—A writ of injunction restraining the foreclosure of a chattel mortgage for \$12,000 by the Farmers National Bank, of Rossville, on the elvtr. property of the Farmers Grain Elvtr. Co., was granted on request of the Illinois Electric Co. which claims that the elvtr. company owes several hundred dollars for electrical apparatus. The company is alleged to owe \$60,000 and to be unable to meet its obligations. Sale of the elvtr. was to have been held Sept. 26. In the meantime the Illinois Electric Co. has filed 2 suits against the company.

CHICAGO NOTES.

Memberships in the Board of Trade are quoted at \$7,000 net to buyer.

Frank L. Carey, new pres. of the Nye-Schneider-Jenks Co., has taken over the membership of Frank Fowler in the Board of Trade.

The directors of the Board of Trade have approved rules and regulations for trading in cotton seed oil and have posted them for ballot.

New members of the Board of Trade are Philip M. Sullivan, J. F. Carey, Geo. C. Bulloch, Wm. E. Pritchard and W. S. Humphreys.

Harry Scull, for a generation a specialist in puts and calls on the floor of the Board of Trade, has returned to his first love, as a broker in the wheat pit.

Memberships posted for transfer on the Board of Trade are: Est. of C. W. Hamill, Herman, Hahn, Ralph Stoner, E. F. Hoxey, A. J. Pollak and Est. of Frank Clifton.

Effective Oct. 1 the rule of the Board of Trade permitting the delivery of grain in cars to apply on contract was rescinded. It was explained that it was merely an emergency measure passed during the heavy movement of grain to Chicago.

The creditors' com'te of Lipsey & Co., who failed in March, 1919, with liabilities of approximately \$120,000, has made a payment of 10% of the creditors' claims and will pay more if the courts permit the sale of the Board of Trade memberships of W. F. Henderson and Oscar C. White.

It was a gala day at the Algonquin Children's Relief Camp on the Fox River, when Pres. J. P. Griffin and a large number of members of the Board of Trade visited it recently. The Board of Trade has for years been the main support of the camp. This year the expenses paid by it were \$6,500.

A. F. Weinberger, a member of the Board of Trade prior to 1875, who was expelled from membership in July, 1918 under the alien enemy act, was reinstated to full membership Sept. 17. He is an American citizen and went to Germany in 1908. He is 90 years old and was unable to come home after the war started.

As a sequel to the miniature riot between union and non-union labor at the Calumet Terminal Elvtr. of the C. & N. W. R. R. Co. Sept. 2, when the 350 union men were given their pay envelopes Saturday, Sept. 24, they were told they need not come back, or, to put it more clearly, they were "fired." But Monday morning found the 40 non-union carpenters on the job. It is evident that those employing carpenters are determined to abide by Judge Landis' decision and to carry on the work whether "union men" like it or not.

Employees in Calumet Elvtr. "A," owned by the Bartlett Frazier Co., and operated under the name of the Central Elvtr. Co., were ordered out of the building by Supt. O. Anthony when fire was discovered at 12:45 p. m., Oct. 3, in a conveyor. The blaze destroyed the conveyor, but was put out when the automatic sprinkler system got busy. The loss was about \$1,000. It was at first feared another explosion, such as wrecked the Northwestern Elvtr. Mar. 19, would occur. The elvtr. was filled with wheat and corn. Business was not interrupted.

Simons, Day & Co. announced Oct. 5 the transfer of their open trades to Farroll Bros. Under the arrangements made, the open trades will be liquidated gradually as customers desire, and there will be no loss to clients. Much comment of a favorable and complimentary nature was made in regard to this action of Simons, Day & Co., who took this means of liquidating to prevent any loss to their customers after finding they were overextended and with insufficient capital to handle the business properly. Charles Baker was pres. of Simons, Day & Co.; Winfield S. Day, sec'y; Moses J. Bloom, 1st vice-pres.; George R. Graham, 2nd vice-pres.; and E. C. Kimball, 3rd vice-pres. No plans have so far been made for a reorganization and efforts will be directed for the present in aiding the liquidation. The statement was made that the company is not bankrupt and has no debts it cannot liquidate. The firm of Farroll Bros., which is composed of Barnett and Joseph Farroll, will occupy the offices of Simons, Day & Co. in the Postal Telegraph Bldg., and operations will be continued as in the past.

INDIANA

Monroe, Ind.—Morgan Perry, for the last 2 years with the Monroe Grain Co., has resigned.

Washington, Ind.—Lightning recently struck the plant of Morris & Kidwell and caused a small loss.

Terre Haute, Ind.—James A. Cusick for 45 years with the Valier-Spies Milling Co. died recently of heart disease.

Deedsville, Ind.—Chester C. Morgan of this city has traded his elvtr. here to John C. Duffey, of Burnettsville, for his 90-acre farm.

Santa Fe, Ind.—The Farmers Co-op. Elvtr. Co. has petitioned the court for permission to change its name to the Santa Fe Elvtr. Co.

Raub, Ind.—The elvtr. of the Raub Grain Co. was sold to Harry Garrison, of Galveston, Ind., by Chas. Teegarden, receiver of the company.

North Grove, Ind.—The elvtr. of the North Grove Grain Co. was slightly damaged by fire started from sparks from a burning chimney.

Hartford City, Ind.—Martin Groves, mgr. for the Hartford Grain & Milling Co., has resigned and will go into the retail flour and feed business.

Jamestown, Ind.—Marion H. Roberts has been appointed receiver for the Farmers Elvtr. Co. Nathan A. Tucker filed the petition asking for the appointment of a receiver.

Colfax, Ind.—The Colfax Grain Co. suspended operations Aug. 31. It was later sold to Francis W. Powers of La Fayette, Ind., who on Oct. 8 writes us: "My 2 elvtrs. at Colfax burned Oct. 6th. Origin of the fire unknown. No future plans at present."

Marion, Ind.—The 2 elvtrs. of the defunct Marion Co-op. Exchange were sold at public sale, Sept. 27 by Receiver Radabaugh. The North house was sold to W. Pearson, of Up-land for \$4,400 and the South elvtr. to a farmer living near by for \$3,400.

Daleville, Ind.—Indiana dealers will be grieved to learn of the death of J. P. Shoemaker, an old time grain dealer, who has entertained the convention habitues with many readings of Riley's poems. He was a member of the J. P. Shoemaker Grain Co.

INDIANAPOLIS LETTER.

B. B. Minor, dean of grain dealers in the state, has definitely decided to give up active business at the age of 80 and will move to Santa Ana, Cal.

New members of the Indiana Grain Dealers Ass'n are: P. H. Schifflin & Co., Chicago, Ill.; H. S. Allen & Co., Pittsburgh, Pa.; and Cutler Co-op. Elvtr. Co., Cutler, Ind.

There will be no change made in the personnel of the McCardle, Black Grain Co. on account of the death of Clyde McCardle which occurred on Aug. 18. His brother Bert and his father John W. McCardle will look after the business.

Effective Oct. 1, Ed. D. Anderson and W. J. Mercer, who have been engaged in the grain business individually, combined their interests and will continue the business under the firm name of Anderson & Mercer with offices in the Board of Trade Building.—Anderson & Mercer.

The Swan Grain Co. has filed a petition in the superior court asking that a receiver be appointed for Fred A. Vawter, doing business as the Belt Elvtr. & Feed Co., alleging the defendant owes it \$92.53. There are also other creditors. The Belt Company sold its elvtr. here to the Farmers Terminal Grain & Feed Co. in Aug., 1920.

Henry J. McCoy, a member of McCoy & Garten, died suddenly following an operation for appendicitis, Sept. 29. For 30 years he had been deeply interested in the grain and hay trade and to his many friends and acquaintances his death comes as a great shock. He was a member of the Board of Trade, the Hay & Grain Club, Rotary Club, Chamber of Commerce and many other ass'ns and clubs. He is survived by his wife and daughter Edith, 9 years old. Mr. McCoy was 48 years old at the time of his death.

IOWA

Algona, Ia.—The W. M. Bell Co. has opened a branch here.

Guthrie Center, Ia.—W. M. Browning is now mgr. for the Farmers Elvtr. Co.

Godell, Ia.—M. Mellon has succeeded W. F. Beier as mgr. for the Farmers Elvtr. Co.

Emmettsburg, Ia.—The Fraser-Smith Grain Co. will open a branch office here soon in charge of A. K. Emrich.

Schaller, Ia.—The elvtr. of the Iowa Popcorn Co. has been extensively repaired and is again in A No. 1 shape for business.

Toledo, Ia.—W. F. Ebersole dislocated his shoulder when he fell into the pit of the elvtr. of the Farmers Elvtr. Co. recently.

Alvord, Ia.—M. W. Orton is substituting for Mgr. John Feekes of the Atlas Elvtr. Co. while the latter is in a Sioux Falls hospital.

Sioux City, Ia.—Sam'l Mason, for many years connected with the Omaha, Neb., market is now mgr. for the Terminal Grain Corp. here.

Fort Dodge, Ia.—The next annual convention of the Farmers Grain Dealers Ass'n of Iowa will be held in this city Jan. 24, 25 and 26, 1922.

Conrad, Ia.—E. H. Bremer, of Stanhope, has succeeded C. E. Beall as mgr. for the Farmers Elvtr. Co. E. H. Price has been in charge recently.

Council Bluffs, Ia.—The Trans-Mississippi Grain Co. has let contract to the R. M. Van Ness Co. for repairs on its terminal elvtr. here to cost \$25,000.

Alton, Ia.—Burglars recently tried to open the safe in the office of the Farmers Mutual Co-op. Elvtr. Co., but failed and received nothing for their pains.

Langdon, Ia.—Oren Flaskegaard is now in charge of the elvtr. of E. W. Oates & Co., having been transferred from the elvtr. of the company at Storm Lake.

Storm Lake, Ia.—Oren Flaskegaard, former elvtr. mgr. for E. W. Oates & Co., has been transferred to the company's plant at Langdon where he will be mgr.

Gladbrook, Ia.—D. L. Ray, formerly mgr. for the Farmers Elvtr. Co., which recently went into the hands of a receiver, is now out of the grain and lumber business.

Coggon, Ia.—The grain end of our business is now being handled by the W. A. Savage Lumber Co. of this city.—A. C. Johnson, Central Lumber & Coal Co., Dubuque.

Jewell, Ia.—J. O. Larson and C. E. Glaman have bot the elvtr. and coal business of Thos. Thompson and will take possession Oct. 25. Mr. Thompson will retain his lumber yards.

Lawn Hill, Ia.—E. V. Moon has succeeded Dwight Terrill as mgr. of the lumber yard and elvtr. of the Lawn Hill Lbr. Co. Mr. Terrill is now mgr. for the Farmers Co-op. Elvtr. Co. at Eldora.

Clarinda, Ia.—The A. A. Berry Seed Co. has started work on its new warehouse and elvtr. The warehouse will be 40x50 ft. and 2 stories high and will have full basement. The elvtr. will have a capacity of 9,000 bus.

Atlantic, Ia.—A. L. Hagelberger, prop. of the Atlantic Mill & Elvtr., has sold the property to B. O. Beadle who has bot grain for the last 20 years at Beaconsfield. Mr. Hagelberger has leased the old elvtr. of Gund, Sien & Co. from C. F. Dunham.

Iowa Falls, Ia.—The present Iowa Falls Co-op. Elvtr. Co. is a reorganization of the old company, which was dissolved several years ago. The new company has a capital stock of \$100,000 and is in possession of the old elvtr., which it will operate.

Radcliffe, Ia.—Omer C. Lenning has succeeded H. Roy Alcorn as mgr. for the Radcliffe Grain Co. Mr. Lenning has been practically ass't mgr. for some time. Mr. Alcorn will be mgr. for the co-operative company at Stanhope.

Eldora, Ia.—Dwight Terrill has succeeded Geo. Cherrie as mgr. for the Farmers Co-op. Elvtr. Co., Mr. Cherrie retiring on account of ill health. Mr. Terrill has been mgr. for the Lawn Hill Lbr. Co., Lawn Hill, where he was in charge of the yards and elvtr.

Alton, Ia.—W. Walgenbach, buyer for the Farmers Co-op. Co. here for 2 years and later for the Farmers Co-op. Co. at Hospers, died recently of cancer. He retired from active business last year when he celebrated his 60th birthday. He is survived by his wife and 10 children.

Parkersburg, Ia.—The Independent Grain & Lumber Co. who bot the old elvtr. of the Kennedy Elvtr. Co. about a year ago, have decided to move it from its present location to the site of the company's elvtr., burned July 27. The elvtr. was built about 40 years ago by Packard Bros. and is of splendid construction.

Rockwell City, Ia.—The tile elvtr. of the Farmers Grain Co. is not proving satisfactory because moisture gets into the grain. The operators have not determined whether the tile absorbs moisture or the water leaks thru the joints, which slope in instead of out. The company will cover the outside walls with a waterproof paint.—E. C. G.

Webster City, Ia.—The Farmers Grain Co. was organized here a year ago and asked the R. R. Co. for a site for an elvtr. The sites offered were not satisfactory to the elvtr. company and the one desired by the company was withheld by the R. R. Co. The matter dragged along until the grain company appealed to the State Railway Commission which is now in session in this city and will decide the matter at once.

Sioux City, Ia.—C. P. Downing, temporary receiver for the Farmers Terminal Elvtr. Co. in his report, recently filed as a resistance to the motion made to remove him as receiver, asserts that the assets of the company have been depleted thru the payment of salaries and office equipment and that there is still \$1,500 due in salaries; that telephone bills unpaid amount to about \$900. He also concurs in the statements made in the petition of intervention filed Monday by 9 stockholders that certain parties "cleaned up" \$12,000 by the sale of real estate to the company. In his partial report Mr. Downing says the elvtr. at North Riverside as partially completed is a liability rather than an asset. He asserts that a number of directors while purporting to act in that capacity hold only small amounts of stock, some of which is not fully paid for, according to the books of the company. He alleges that the motion to remove him as receiver filed by George Bliven, attorney, ostensibly in behalf of the company, was done without authority from the board of directors, but was filed at the instigation of George Strom, the present sec'y.

Grundy Center, Ia.—E. Price who has been managing the elvtr. of the Farmers Elvtr. Co. at Conrad since C. E. Beall resigned, is now mgr. for the Farmers Co. here.

Hospers, Ia.—Joseph Klein, who for 15 years was connected with the Button Elvtr. Co., died recently at the age of 58. He was born in Holland and came to this country in 1886. In 1905 he entered the grain trade and in 1916 with 2 of his brothers bot the elvtrs. of the Button Elvtr. Co. at Alton, Inwood and Hospers. He is survived by 4 children, the oldest being 14.

Zearing, Ia.—Roy Ginter, employed in the elvtr. of the Farmers Elvtr. Co., owes his life to his presence of mind and the fact that his physical strength was greater than that of his clothes. While working near the machinery his clothing caught in a cog wheel. He managed to get his arms around a ladder on the wall and cling to it. His clothes were torn to ribbons but he was not injured in the least.

DES MOINES LETTER.

Adam Weir, Inc. incorporated for \$25,000. J. F. Fogarty is still out of the grain business here.

M. McFarlin, pres. of the Board of Trade, has tendered his resignation, effective October 15.

L. W. Ainsworth who was formerly in the grain business in this state and in South Dakota, and later mgr. of the Western Union Telegraf Co. here for 12 years, has succeeded A. J. Cheeseman as sec'y of the Board of Trade. Mr. Ainsworth went to France during the war as division signal officer with the rank of major. He was promoted to lieutenant colonel and ass't chief signal officer of the A. E. F. Later he was sent to England as chief signal officer and was in charge of the cables during the peace conference.

KANSAS

Hardtner, Kan.—I am now with the Arkansas Milling Co. here.—Jas. G. Fay.

Hammer (Milton p. o.), Kan.—The Orient Grain Co. is building an elvtr. here.

Salina, Kan.—We are closing up our office here for the present.—Beyer Grain Co.

Niles, Kan.—It is reported that the elvtr. of the Murphy Grain Co. burned recently.

Cedar, Kan.—The W. H. Morrison Grain Co. is installing new equipment in its elvtr.

Garnett, Kan.—I am making arrangements to build an elvtr. here.—John McClune.

Wichita, Kan.—H. F. Braly, C. M. Evans and C. W. Stiles have been admitted to the Board of Trade.

Hill City, Kan.—The Farmers Elvtr. Co. contemplates wrecking its present elvtr. and building a new one.

Fredonia, Kan.—The Wiley Milling Co. incorporated for \$35,000 by M. O. Wiley, S. H. Wiley and B. H. Searles.

Liberal, Kan.—The Gano Grain Co. of Hutchinson has opened an office here with J. B. Lankford in charge.

Protection Kan.—D. W. Brite has succeeded J. C. Edsall as mgr. for us.—Farmers Co-op. Grain & Supply Co.

Emporia, Kan.—V. B. Gray, state grain inspector here, has resigned and will be associated with the Frisco Elvtrs. of Kansas City, Mo.

Salina, Kan.—We are discontinuing our office here.—Geo. E. Gano Grain Co.

Arkansas City, Kan.—The New Era Milling Co. has completed the headhouse for its recently completed elvtrs.

Centerville, Kan.—Tom Brown is not now at Wellsford, but is still in our employ at this point.—Mid West Grain Co.

Alida, Kan.—The elvtr. of Wm. Bauer containing 1,000 bus. of wheat and a box car on the track by the elvtr. burned Oct. 1.

Coldwater Kan.—The cupola of the elvtr. of the Larabee Flour Mills Corp. was burned off in a recent fire which damaged the elvtr. Total loss \$500.

Wichita, Kan.—G. T. Williams, formerly with the Wells-Abbott-Nieman Co., is now a department mgr. for the Red Star Milling Co.

Meade, Kan.—Mail addressed to D. W. Kluesner reported to have taken over the Artesian Valley Milling Co., is returned "unclaimed."

Spearville, Kan.—J. C. Laudick, for many years head of the Farmers Grain & Supply Co. here, died at Laking, Sept. 26, of tuberculosis.

Cunningham, Kan.—The Clark Burdick Grain Co. has leased the elvtr. of the Walker Grain Co. Mr. Walker will remain as mgr. for a time.

Penokee, Kan.—C. L. Kobler and myself have dissolved partnership and will discontinue buying grain as the Penokee Grain Co. for the present.—F. H. Greiff.

Wichita, Kan.—The Miller Grain Co. has been incorporated for \$50,000 by P. P. Miller, and S. S. Williamson of this city and L. A. Maphet of Enid, Okla.

Manhattan, Kan.—Preferred stockholders of the Liberty Mill & Ice Co. have filed a petition in bankruptcy. Lack of working capital is handicapping the company, it is said.

Leavenworth, Kan.—The excavation for the basement of the new office building of the Lysle Milling Co. has been completed and work on the building itself has been started. It will cost \$7,000.

Emporia, Kan.—The office of the state grain inspection dept. here has been discontinued and part of the equipment moved to Dodge City, where Arthur Johnson, former inspector here, will be in charge.

Ransom, Kan.—The R-A Grain Co. is a home company and is not incorporated. Geo. I. Shellenberger is mgr. It bot the old elvtr. of the S-D Merc. Co. and built a new one on the old site.—C. J. Shellenberger.

Silver Lake, Kan.—The Farmers Elvtr. Co. has let contract to the R. M. Van Ness Co. for a 20,000-bu. elvtr. to replace the house burned some time ago. The latest machinery, including a full corn shelling plant, will be installed.

Belleville, Kan.—The elvtr. of Konovalsky Bros., containing 4,000 bus. of wheat and 1,000 bus. of oats, burned with a loss of \$14,000 on Oct. 1. The fire broke out in the cupola and the roof was blazing when the trouble was discovered. This is the second fire in the building in 30 years. The insurance on the building amounted to about \$4,000 and on the grain to \$8,000.

Oxford, Kan.—B. F. Kelly, long a miller and grain man in this vicinity, died at his home here, Sept. 21. He operated a mill in this vicinity in 1880 and later was mgr. for the Oxford Mills, in 1890. He bot an elvtr. here and owned and operated it until he sold it to the Hunter Milling Co. about 3 years ago. He has been living in retirement on his farm since that time.

Salina, Kan.—The Northern Grain Co. is affiliated with the Hall-Baker Grain Co. of Kansas City, Mo., being simply the name under which this branch office of the Hall-Baker Grain Co. has been incorporated. The writer, J. P. Parks, is mgr. and is the same person who operated the Parks Grain Co. here in Salina. There is no J. L. Parks or J. C. Parks in the grain business in this town. We do not plan to build or buy any grain elvtr., however we do a general merchandising business and are members of the Board of Trade.—J. P. Parks, mgr.

KENTUCKY

Louisville, Ky.—We started in business here Sept. 17, having formerly been connected with the Acme-Evans companies. We are strictly brokers in feed, hay, meal and grains.—Martin Commission Co., M. D. Levy.

LOUISIANA

New Orleans, La.—The politicians have crippled the harbor facilities of the Crescent City that Governor Parker has appointed a new Harbor Commission made up of five prominent citizens who are noted for their fearless loyalty to duty. W. L. Richeson, long and favorably known to the grain trade, has been appointed to a four-year term and will be chairman of the Com'te on Public Grain Elevator Operations. The other members of the committee are R. S. Hecht, Neal M. Leach, A. M. Locke and Jno. J. Fink.

MARYLAND

BALTIMORE LETTER.

The insurance rates on grain in export elvtr. at this port, are now: Wheat, \$1.40; Corn, 70¢ rye, \$1.20; barley, \$1; and oats, 55¢ per bu.

The new \$3,000,000 plant of the Fleischmann Yeast Co., which has a capacity for 25 tons of yeast daily, has been completed and is in operation. The new plant includes a 50,000-bu. elvtr.

The serious illness of former Pres. Wm. H. Hayward of the Chamber of Commerce, has been giving his many friends in the trade a good deal of anxiety. It is reported, however, that he is on the sure road to recovery.

Henry A. Parr, pres. of the Chamber of Commerce in 1887 and 1888 and for many years prominent in grain trade circles, died at his home in Atlantic City, Oct. 4, following a stroke of paralysis. He had been ill for some time.

Geo. S. Jackson, pres. of the Chamber of Commerce has decided that he likes country life, and has sold his winter residence in the city. He will reside the year around at Green Spring Valley where he has a country estate.

Col. John C. Legg, who has long been connected with the grain trade at this market, celebrated his birthday Oct. 5 with the aid of his many friends and acquaintances on change. He was 73 years old and is still active in the affairs of John C. Legg & Co., of which he is pres.

MICHIGAN

Owosso, Mich.—Fred Randlet is now mgr. of the Farmers Co-op. Elvtr. Co. L. L. Laird was formerly mgr.

Minden City, Mich.—We are out of the grain business, having sold our plant to the Farmers Buro local.—L. H. Riedel & Son.

Palms, Mich.—The Minden-Palms Farm Bros. has bot the elvtrs. of the Palms Elvtr. Co. here and the one belonging to L. H. Riedel & Son at Minden. The price is placed at \$20,000.

Watertown, Mich.—The elvtr. of R. A. Johnson, containing a large amount of beans and grain, burned Sept. 14 with a loss of \$70,000. Sparks from a locomotive are held responsible for the blaze.

Ann Arbor, Mich.—Wm. C. Stevens, pres. of the Michigan Milling Co., died recently at his home in Detroit, at the age of 84. He was well known to the grain and milling trade in the part of the country.

St. Louis, Mich.—The elvtr. of the Bad Ax Grain Co., containing 6,000 bus. of wheat and 2,000 bus. of beans, burned Sept. 14 with a loss of \$25,000. The loss is covered by insurance. The company will rebuild at once putting up a larger and better equipped house. Work will be started on the new house as soon as possible.

MINNESOTA

Pipestone, Minn.—The Farmers Co-op. Co. expect to install a truck dump soon.

Maynard, Minn.—The Harris Grain Co. is now operating the elvtr. of the Atlas Elvtr. Co.

Walnut Grove, Minn.—The Farmers Elvtr. Co. has built new coal sheds and installed a conveyor.

Tracy, Minn.—E. H. Rialson has succeeded Rialson & Son, Louis R. Rialson having died some time ago.

Granite Falls, Minn.—G. H. Dillingham contemplates the addition of coal as a side line to his grain business.

Raymond, Minn.—The driveway of the Farmers Elvtr. Co. has been repaired and a truck dump may be installed soon.

Minneota, Minn.—It is reported that the elvtr. of Bingham Bros. will be sold to a local man to be turned into a warehouse.



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Dassel, Minn.—John Sallberg, mgr. for the Farmers Elvtr. Co., has added coffee as a side line and reports it is a good thing.

Watertown, Minn.—We have bot the old elvtr. here but have not made any changes.—Watertown Co-op. Grain & Fuel Co.

Reading, Minn.—The Farmers Co-op. Co. incorporated for \$75,000 by W. E. Moss, P. R. Long, Henry Rust and Frank Baker.

Duluth, Minn.—Geo. F. Foster, mgr. of the Clearing House Ass'n, is celebrating the arrival of wee Miss Foster at his house.

Delano, Minn.—The plant of the Delano Milling Co., owned by E. E. Barrett, was recently struck by lightning and is a total loss.

Canby, Minn.—E. B. Erickson will probably repair his elvtr., putting in a new foundation, installing a spout and painting the house.

Grove City, Minn.—B. Anderson has been appointed second man for the Farmers Grain & Trading Co. and will assist Mgr. Walter Peterson.

St. Paul, Minn.—J. F. Ingersoll of Crookston has been appointed a member of the state board of grain appeals, succeeding H. P. Bjorge, whose term expired.

Rush City, Minn.—The Rush City Milling Co., which recently went into bankruptcy, has filed its liabilities at \$207,456 and assets at \$44,464, of which \$35,000 is in real estate.

Duluth, Minn.—John R. McCarthy and Clement K. Quinn, who recently bot the membership of H. P. Watson, have applied for membership in the Board of Trade.

Hardwick, Minn.—The Davenport Elvtr. Co. has leased the elvtr. of the Merchants Elvtr. Co. here and now operates two houses under the management of Geo. A. Petersen.

Lake Wilson, Minn.—C. J. Harding, son of E. J. Harding, mgr. for the Farmers Elvtr. Co. at Hardwick, is ass't mgr. of the Farmers Co-op. Elvtr. Co. here, Henry Hett being mgr.

Currie, Minn.—The Farmers Elvtr. Co. has installed a new motor and wired the elvtr. for lights. A new foundation has also been put in and the house generally repaired and overhauled.

Cottonwood, Minn.—T. J. Garry, mgr. for the Farmers Co-op. Elvtr. Co., is recuperating from a lingering illness at the Rochester Hospital. Rochester. Ass't Mgr. S. M. Roti is now in full charge.

Tracy, Minn.—O. D. Smith, former mgr. for the Farmers Elvtr. Co. at Currie, succeeded Dan Zellmer as mgr. for the Farmers Co-op. Elvtr. Co., Mr. Zellmer retiring from the grain business.

Trosky, Minn.—The Western Grain Co. has leased the elvtr. of the Merchants Elvtr. Co. and has retained Lew Nelson as mgr. A. E. Paulsen is now ass't to Mgr. Lars J. Olson of the Pacific Elvtr. Co.

Maynard, Minn.—A. T. McNab is mgr. for the Farmers Elvtr. Co. He succeeded H. S. Peterson who is now mgr. for the Farmers Elvtr. Co. at Zumbrota. O. Hagenbak is ass't mgr. for the company here.

Cottonwood, Minn.—A. E. Anderson contemplates the installation of a truck dump and a cleaner in one of his elvtrs. here soon. He recently bot an adjacent warehouse building and has converted it into an additional bin for coal which he handles as a side line.

Lockhart, Minn.—The Farmers Elvtr. Co. has been organized and has leased the elvtr. owned by the Brevil Elvtr. Co. We will either build a new house or buy this one next summer. I am mgr. Was formerly mgr. for the Farmers Grain & Merc. Co. at Lawndale.—C. V. Johnson.

Maynard, Minn.—The Monarch Elvtr. Co. has taken over the elvtr. of the Northwestern Elvtr. Co., which it recently bot. and Mgr. Arthur Miller is in charge for the new company. "going" with the elvtr. He is an old Monarch mgr., having been in charge at Appleton and Raville, S. D., for the company in the past.

Duluth, Minn.—By vote of members the Board of Trade has adopted amendments to its rule as follows: "It shall be the duty of the board of directors to investigate any complaint of a violation of this rule, or of any of the regulations of the board of directors made under the power granted in this rule, and if the member accused shall be found guilty he may be censured or fined, suspended or expelled, after charges made and a hearing and determination thereon by the board of directors in the manner prescribed in section 12 of this rule," with regard to puts and calls.

Lake City, Minn.—The mill of the Tennant & Hoyt Co. was slightly damaged by fire from exposure recently. The elvtr. was not burned.

Litchfield, Minn.—The elvtr. of the Acme Elvtr. Co. has been repaired and overhauled. Several changes have been made, one of them being the transfer of the motor from the office to the cupola of the elvtr. The house has been closed for a year and a half but is now operating. G. S. Kessel, formerly at Stanton, N. D., as mgr. for Turle & Co., is now mgr.

Brown Valley, Minn.—The Brown Valley Equity Elvtr. Co. and its officers are reported to have recently been made defendants in a suit to recover \$20,000, brot by the Fidelity & Deposit Co. of Maryland, which claims that the amount was borrowed by the company from Minneapolis interests who later assigned to the Maryland people.

Claybank (Goodhue p. o.), Minn.—We incorporated Sept. 2 for \$10,000 and bot the elvtr. of the Fleischman Malting Co. here. It is in good working order and we are operating it daily. This is now the only elvtr. here, as the house of the Winona Malting Co. was recently sold and has been torn down for old lumber.—Claybank Farmers Co., Geo. Mix, Sec'y, Red Wing.

St. Paul, Minn.—Three creditors of the Minnesota Equity Farmers Exchange, a corporation in this city, filed a petition Sept. 22 asking that the corporation be declared a bankrupt. The Equity Tire Co., Minneapolis, has a claim for \$57.09 and the Nonpartisan Publishing Co. one for \$35. The two are among the petitioning creditors. It is alleged that the Minnesota Equity Farmers Exchange paid certain creditors, knowing it was insolvent.

MINNEAPOLIS LETTER.

We discontinued active business last January. Have disorganized.—Nye, Jenks & Co.

Frederick Wheeler, in the grain business here, was married to Miss Helen Harper of Des Moines.

C. A. Craft has been granted a traveling man's license by the Chamber of Commerce. He is on the road for the Brown Grain Co.

Effective Oct. 1, A. C. Smith, chief deputy inspector of Minnesota, has announced that inspection fees have been reduced as follows: Charges on corn and flaxseed are \$1.25. All other grains \$1.00.

W. J. Russell has been elected a member of the board of directors of the Minneapolis Chamber of Commerce and Paul C. Rutherford has been elected to succeed him as a member of the Board of Appeals.

Defective wiring in the "B" mill of Washburn-Crosby Co. started a fire Oct. 2 that for a time threatened to be serious and spread to adjacent buildings. Hard work however confined it to the 4th and 5th floors of the mill and caused a loss of \$10,000, most of which was due to water. The mill was built in 1866.

Wm. M. Atkinson, pres. of the Atkinson Milling Co., is now in a hospital as the result of being run down and injured by an automobile as he stood beside his own. He was pinned between the two cars and badly bruised but it is not internally injured. The accident occurred Sept. 26. The driver of the other car is believed to have been intoxicated.

The H. Poehler Co., with offices in the Chamber of Commerce Annex, the oldest grain commission house in the Northwest, suspended business, Oct. 5, temporarily, pending a reorganization. The suspension is understood to be due to losses sustained last year through inability to get their money back from the country. Their open interest in futures at Chicago was small.

At the annual meeting of the Chamber of Commerce, Oct. 6, the following officers were elected: J. H. MacMillan, pres.; F. C. Van Dusen, 1st vice-pres., and H. S. Helm, 2d vice-pres. Directors for two-year term: Shreve M. Archer, J. H. McCarthy, Sr., John S. Pillsbury, A. L. Searle, B. H. Woodworth; directors for one-year term: W. J. Russell, E. E. Mitchell. Board of Arbitration, two-year term: Asher Howard, F. J. Seidl, A. F. Owen. Board of Appeals, two-year term: J. A. Mull, Paul C. Rutherford, Clyde G. Williams.

MISSOURI

Eldon, Mo.—The plant of the Farmers Co-op. Ass'n burned Oct. 3.

Parkville, Mo.—The Parville Milling Co. is now in a position to operate its elvtr. by electricity.

Revere, Mo.—The Farmers Co-op. Ass'n has incorporated for \$5,000.

Belle, Mo.—Farmers Exchange incorporated for \$10,000 by J. H. Travis.

Warsaw, Mo.—The Warsaw Milling Co. suffered a small loss by lightning recently.

Holliday, Mo.—The elvtr. of the Holliday Elvtr. Co. was recently damaged by wind.

Sligman, Mo.—The Farmers Exchange Ass'n incorporated for \$9,000 by W. E. Fairchild, Mgr.

De Soto, Mo.—The Farmers Mill, Elvtr. & Merc. Co. has voted to increase its capital stock to \$30,000.

Mound City, Mo.—The iron-clad addition of the elvtr. of the Mound City Mill & Elvtr. Co. burned Sept. 15. The fire spread to the power house where it did damage to the extent of \$250 on the building and \$100 on the boiler.

KANSAS CITY LETTER.

The Barnes-Piazek Co. has leased the 500,000-bu. elvtr. of the Wabash Ry. Co., known locally as the Wabash Elvtr.

A. T. Sawyer, formerly cash grain salesman for Langenberg Bros. Grain Co., has resigned and is now with the Moore-Lawless Co.

The Davidson Mill & Elvtr. Co. will rebuild its plant at Rosedale, Kan., which burned several months ago. The new plant will include a 50,000-bu. elvtr.

Harry C. Gamage, treas. of the Moore-Seaver Grain Co., is receiving the condolences of his friends on the death of his father, Walter L. Gamage, who died recently at his son's home at the age of 77.

The body of Corp. Stuart Carkener, son of Geo. S. Carkener of Goffe & Carkener, was buried with military honors Sept. 25. The young man was 24 years old and was killed in artillery service, July 20, 1919, during the battle of Chateau-Thierry.

The W. L. Richeson Co. of New Orleans, La., is the first "gulf" house to establish a branch office here. K. M. Wharry is mgr. He is well known to the trade and the carriers thruout the state. The company has quarters in the Railway Exchange building.

The Aristos Flour baseball team, composed of employees of the Southwestern Milling Co. and the Wyandotte Elvtr. Co., has established a new record for a team in an industrial league by winning every one of its 21 scheduled games in the Kansas City Mfg. & Jobbers League.

The stockholders of the Associated Mill & Elvtr. Co., now in the hands of a receiver, have decided with the consent of Receiver J. N. Dolley of Topeka, Kan., to issue bonds for \$500,000 against the Liberty mill here on which construction was stopped when the company failed. The mill will be completed at once.

The amount involved in the recovery of the amounts former State Warehouse and Grain Commissioner Bradshaw is alleged to have used out of the elvtr. inspection fund for traveling, expenses and salaries, etc., has been placed at \$13,167.31, which it is said is the amount of the deficit shown by an audit of his accounts. Demand that the amount should be paid to the state treasurer immediately was made Sept. 26. Suit will be brot to recover that amount unless it is forthcoming at once, according to all reports.

Board of Trade directors have adopted a resolution that any member or member-firm disseminating false, misleading or inaccurate reports concerning crop or market information or conditions that affect or tend to affect the price of commodities or disseminating information as to the volume of outstanding open trades, or who shall directly or indirectly disseminate, publish or cause to be published any information regarding open transactions, shall be deemed guilty of uncommercial conduct and subject to penalties provided under the rules of the exchange for such offense.

Some of the subjects to be studied by the class in grain grading, started Oct. 2, are smut and its prevention; insects injurious to grain and grain products; grain storage methods; description of all classes of wheat; summary of the federal grades of grain and their application to grading, and a short review of grain inspection from the introduction of it by states to the creation of federal grades. Wm. Cuning is in full charge and will also devote study to the 5 grading factors of wheat and their relation to milling, i. e., test weight per bu., damaged kernels, moisture, foreign material other than dockage, and wheat of other classes.

ST. LOUIS LETTER.

G. F. Hawley, formerly supt. of the Rogers Elvtr., is now at Big Oak Flats, Cal.

Paul W. Pritchard has applied for membership in the Merchants Exchange on transfer from A. W. Kahle.

Jacob Rudman has applied for membership in the Merchants Exchange on transfer from H. B. Sparks, and John H. Matthes on transfer from Ed. J. McGroaty, deceased.

The hopes of the members of the Merchants Exchange who do not favor "daylight saving time"—and they are reported in the majority—of returning to standard time Oct. 1 were rudely dashed when Sec'y Smith made the announcement that the time would be observed by the exchange until Oct. 29, in conformance with the Chicago Board of Trade. The Stock Exchange will, however, return to "standard" hours Oct. 1.

MONTANA

Hobson, Mont.—We are remodeling our plant here.—Judith Milling Co.

Moore, Mont.—The Montana Elvtr. Co. is installing new machinery and making repairs.

Laurel, Mont.—We recently bot the mill here but are not operating it at present.—Bert Keller, vice-pres., Laurel Milling Co.

Harlowton, Mont.—The Real Wheat Co-op. Elvtr. Co. has just been incorporated for \$25,000. L. P. Mettling is pres.—Worley B. Glenn, sec'y-treas.

Nibbe, Mont.—We are operating the elvtr. of the Midland Elvtr. Co. here under lease as well as the 6 houses we recently bot in this vicinity.—Montana & Dakota Grain Co.

Rossfork, Mont.—The Northern Grain & Warehouse Co., of Portland, is operating the elvtr. of the Equity Exchange at this station for this season. W. E. George is agt.—E. E. Martin.

Savage, Mont.—The elvtr. of the Co-op. Ass'n has been closed on account of no crops, and Mgr. A. B. Anderson will be mgr. for the Mesa Grain & Trading Co. at Hanks, N. D., until it is opened again.

NEBRASKA

St. Paul, Neb.—Carl Christensen has bot the elvtr. of the Gooch Mill & Elvtr. Co.

Grainton, Neb.—The elvtr. of the Farmers Equity Exchange has been completed.

Big Springs, Neb.—The elvtr. of Frank Dorn was recently closed for 4 days for repairs.

Omaha, Neb.—The annual convention of the Farmers Grain Dealers Ass'n of Nebraska will be held in this city Nov. 29, 30 and Dec. 1 at the Hotel Rome.—J. W. Shorthill, sec'y.

Elwood, Neb.—G. H. Mitchell, who resigned as mgr. for the Farmers Co-op. Ass'n at Belgrade, is now mgr. for the Farmers Elvtr. Co. here, succeeding T. J. Hartman who resigned Sept. 1.

Shelton, Neb.—The elvtr. of the Denman Grain Co. burned Oct. 7. The house contained 1,500 bus. of corn and 1,000 bus. of wheat. It is that that a spark from a freight engine started the blaze.

Waltham, Neb.—The Farmers Elvtr. Co. has let contract to the Younglove Constr. Co. for the remodeling of its elvtr. A new foundation will be put under the elvtr. also a waterproof concrete pit.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. has let contract to the W. H. Cramer Co. for 3 elvtrs. One will be at Ovid, Colo., and the other two at points along the new extension of the U. P. from Julesburg to Denver.

Omaha, Neb.—Wm. Richter, who was sentenced to 2 years in the Federal penitentiary and a fine of \$10,000 for alleged forging of Bs/L, has been granted a 60-day stay of sentence in which to prepare an appeal to the circuit court.

Schuyler, Neb.—Sale of the property of the Wells-Abbott-Nieman Co., now in the hands of receivers, was ordered by Federal Judge Woodrough Sept. 29. The largest property of the bankrupt company is the mill here, valued at several hundred thousand dollars. The decree specifies that $\frac{1}{4}$ of the purchase price must be paid in cash, and the rest within 10 days, before confirmation. As the sale must be published a month in advance, it will not take place until Nov. 15 or later. All credit claims must be filed against the company by Dec. 1.

Gordon, Neb.—The Farmers Co-op Grain Co. has nearly completed its new elvtr. and will have it ready for operation in a few days.

Omaha, Neb.—The Marshall Hall Grain Co. of St. Louis, Mo., has opened an office in the Grain Exchange Building with J. C. Derby in charge.

Kearney, Neb.—R. A. Collier of the F. W. Elder Grain Co. recently bot the elvtr. of the Farmers Elvtr. Co. here. A few days later we bot the same elvtr. from Mr. Collier, taking him with it as mgr. of our grain department. We are equipping this elvtr. with power shovel, car puller, automatic sacker and sewing machine to handle grain for the western line.—Grain department of the Kearney Flour Mills.

Fremont, Neb.—The reorganization of the Nye-Schneider-Fowler Co. has practically been completed. The Nye-Schneider-Jenks Co. has been incorporated with a capital stock of \$2,500,000. The state has refused to allow the handling of the stock by a central receiver in Chicago as suggested. The articles do not permit the sale of shares to the public for 5 years. The new officers are Julius S. Barnes, chairman of the board; Frank L. Carey, who will take over the membership in the Chicago Board of Trade of Frank O. Fowler who retires, pres.; Leslie N. Perrin, vice-pres.; C. L. Bostwick, sec'y; and Walter I. Dean, treas. E. J. Slattey, for 10 years mgr. of the grain and hog dept. of the old company, is to be mgr. at Fremont with Emil Hahn as ass't. D. B. Davies will be cashier and H. R. Dana, ass't cashier. The Omaha business of the company will be done under the name of the Nye-Schneider-Jenks Co., Omaha Division. All of the 199 elvtrs. of the company are now open or will be in a few days.

NEW MEXICO

Clovis, N. M.—The plant of the Cramer Mill & Elvtr. Co. will be overhauled and enlarged.

Clayton, N. M.—My new elvtr. will be completed in about three weeks' time. I own, manage and operate as the C. H. Black Grain Co.—C. H. Black.

NEW YORK

Clymer, N. Y.—We have sold out to the Wasink Milling Co.—Henry Meyerick.

Littleville, N. Y.—The new grain storage of Light Bros. is very nearly completed.

Stanley, N. Y.—The elvtr. of John Flannigan burned recently. Some grain was lost.

Clifton Springs, N. Y.—Vanderhoof & Short are planning to build a mill and warehouse for grain storage at the Western end of the N. Y. C. yards where a grain elvtr. and cleaning house is already under construction.

Canaseraga, N. Y.—Our fire was a very small affair. A spark from a passing locomotive set fire to the roof of the bean elvtr. The damage was repaired and the total loss was \$8.42 which was promptly paid by the mutual company with whom we are insured.—Rowe & Kennedy.

NORTH DAKOTA

Harvey, N. D.—John Gutschmidt has bot the elvtr. of the Victoria Elvtr. Co.

Buffalo Springs, N. D.—The elvtr. of the Western Lumber & Grain Co. was slightly damaged by fire Sept. 28.

Gackle, N. D.—Ed Gisler, formerly mgr. for the Powers Elvtr. Co. here, is now agt. for the company at Hebron.

Fairdale, N. D.—C. I. Landeen is now mgr. for the Woodworth Elvtr. Co. here. He was formerly located at Carlos, Minn.

Hanks, N. D.—A. B. Anderson, former mgr. of the Co-op. Ass'n at Savage, Mont., is now agt. for the Mesa Grain & Trading Co.

New Rockford, N. D.—We have leased the elvtr. of Ely-Salyards Co. A. P. McDowell is sec'y of our company.—New Rockford Investment Co.

Hebron, N. D.—Ed Gisler, formerly agt. for the Powers Elvtr. Co., has been transferred to the company's elvtr. at this station, succeeding Frank Klien.

OHIO

Selma, O.—C. M. Kissel & Co. has bot the elvtr. of the L. C. Titus Co.

Castine, O.—R. W. Powell will install an electric motor in his elvtr. to replace the gasoline power.

Columbus, O.—The fall meeting of the Ohio Grain Dealers Ass'n will be held in this city Oct. 28.

Genoa, O.—Mail addressed to the C. A. Powers Grain Co. is returned marked "Out of business."

Lancaster, O.—Mondhank & Raab have completed their new elvtr. and it is now in operation. C. R. Steiner is mgr.

Toledo, O.—The Lake Erie Milling Co. suffered a fire scare when fire from an overheated motor started a blaze in the plant Sept. 30. Prompt action put out the fire with a loss of \$175.

St. Paris, O.—We understand the Farmers Grain & Feed Co., located on the D. T. & I. tracks, will rebuild its elvtr. next season and will probably install new machinery.—Furnas-Brown Grain Co.

Chillicothe, O.—The Ross County Farmers Exchange is reported to have at last settled the difficulties in regard to the leasing of the Weidinger Elvtr. from the government. The elvtr. is reported to be in fine running shape.

Washington Court House, O.—V. Vincent, former mgr. for S. W. Cissna & Co., is building an elvtr. on the Penn. here. Electric motors, cleaner, sheller, feed grinder, wagon scale, automatic scale and one stand of elvtrs. will be installed.

Sidney, O.—The hay barn of the Farmers Exchange Co. burned Sept. 18 at 3 a. m., with a loss on the building of \$1,500 and on stock, etc., \$1,100. All of the other buildings of the company were exposed to the flames and only hard work saved them.

Upper Sandusky, O.—Our elvtr. burned Sept. 18. We think it was caused by a demented man that was seen loafing around the rear of the building. Loss on building \$13,000, insurance \$10,000. Loss of grain \$7,000, fully covered. We let contract for new 20,000-bu. elvtr. Oct. 3, to be erected on the same site.—Wm. Gregg & Son. (The man named was 82 years old and was sleeping in the driveway entrance. He was sent to the insane hospital 2 days after the fire. The elvtr. contained 9,500 bus. of oats and 2,800 bus. of wheat. The building was totally destroyed.)

CINCINNATI LETTER.

Forest Hill is now assisting his father in the Bunting & Hill Co.

Cincinnati, O.—This city is back to "standard" time, having set the clocks back Sept. 25.

Cincinnati, O.—Thru the strenuous efforts of W. C. Culkins and others the feat of reconciling the Grain & Hay Exchange and the Chamber of Commerce was accomplished at a joint meeting held Sept. 28. For the last 3 years the organizations have worked independently of each other. Under the agreement the Grain & Hay Exchange will again become a subsidiary of the Chamber of Commerce but the grain exchange will be allowed to promulgate such trade rules and usages as it may deem necessary in the conduct of the grain and hay business. The Chamber of Commerce will ratify the by-laws of the grain exchange in as far as they conform to the rules of the chamber. Sessions will later be held in the Chamber of Commerce but this will probably not take place before March of next year as the exchange has a lease on its quarters in the Gwyn building. The merger will, however, be effective at once. The action was taken at a dinner held at the Chamber of Commerce dining rooms. The merger was the work of a com'te consisting of Pres. James A. Reilly, of the Chamber of Commerce, and Pres. Henry M. Brouse of the Grain Exchange, and Sec'y William C. Culkins, of the Chamber, and Sec'y B. J. Drummond, of the Grain Exchange.

OKLAHOMA

Caddo, Okla.—The elvtr. of the Caddo Milling Co., which has been closed, is now open for the corn season.

La Flore, Okla.—Farmers Union Exchange incorporated for \$10,000 by A. S. Harman, L. V. Graham and A. H. Merryman.

Ardmore, Okla.—The Ardmore Milling Co. has overhauled and repaired its plant which has been idle for some time and it is that that it will be put into commission very soon.

Weatherford, Okla.—W. O. Wheeler, formerly mgr. of the Weatherford Milling Co., and R. L. Lockstone, former mgr. of the White Lbr. Co., have formed a partnership and now operate as the Wheeler Grain Co.

Perry, Okla.—The Farmers & Merchants Elvtr. Co. has been incorporated.

Oneta, Okla.—A new company has been formed by Wm. Hall, H. M. Ware and Geo. Kelly and has bot the elvtr. of the Farmers Union Elvtr. Co. which was sold at public auction. The new company will put the plant into operation.

Covington, Okla.—I am here managing the Boepple Grain Co. for the winter. Frank A. Todd of Springdale, Ark., has succeeded F. M. Moffitt as agt. for M. McCafferty.—Geo. Boepple, formerly mgr. for the Farmers Co-op. Co. at Stanton, N. D.

Yukon, Okla.—The old 5-story mill and warehouse of the Yukon Mill & Elvtr. Co. burned Oct. 3 with a loss of \$200,000. The new mill completed about a year and a half ago was not damaged. The blaze is believed to have been due to a dust explosion.

OREGON

Condon, Ore.—Two tanks of the elvtr. of the Farmers Elvtr. Co. collapsed with a resounding crash about 4 p. m., Sept. 19. Two of the big concrete tanks, filled to capacity with 100,000 bus. of wheat, gave way and fell, spreading wheat over the countryside. Those working around the elvtr. were not taken by surprise as early in the morning and thruout the day lumps of concrete had been falling down from the elvtr. and cracks had appeared on the side of the tanks. The loss of the grain will be slight, but the building loss will reach about \$100,000.

PENNSYLVANIA

Philadelphia, Pa.—Jos. E. Haaz, who has been gatekeeper of the Commercial Exchange for 46 years, recently celebrated his 82d birthday with the assistance of his many friends on the board.

Philadelphia, Pa.—The Commercial Exchange returned to "Standard" time Sept. 26, but in order to conform with the Chicago Board of Trade, where daylight saving lasts until Oct. 30, the sessions on the exchange will open at 9:30 a. m., standard time, until Oct. 29.

SOUTH DAKOTA

Lantry, S. D.—The elvtr. of the Lantry Equity Exchange burned recently and is a total loss.

Carthage, S. D.—J. J. Harrington, well known owner and operator of the elvtr. here, died recently.

Sioux Falls, S. D.—The Huber Grain Co. incorporated for \$25,000 by J. L. and M. B. Huber and H. S. Gamble.

Elkton, S. D.—The Farmers Elvtr. Co., which has been closed since April, has been reorganized on the co-op. plan with a capital stock of \$20,000.

Sioux Falls, S. D.—McCarthy Bros. & Co., of Minneapolis, have reopened their office in the Security Nat'l Bank building. Ed. B. Murphy is in charge.

Waverly, S. D.—The new Farmers Grain & Coal Co. has bot the elvtr. and coal sheds of the Farmers Elvtr. Co. L. Marsh is pres. and C. W. Bremer, mgr.—F.

Akaska, S. D.—This elvtr. has been closed for 4 months but has been reopened and I am mgr.—J. H. Huber, mgr., Farmers Elvtr. Co. (Also former owner of the elvtr.)

Valley Springs, S. D.—E. A. Brown Co. of Luverne, Minn., has taken over the elvtr. operated by G. W. Wright at this station for the last 35 years. Mr. Wright died suddenly in August and his son, H. M. Wright, will be mgr.

Herreid, S. D.—Alfred J. Olsen and Jacob Fischer, mgrs. of the Herreid Grain Co., were arrested recently, charged with selling and disposing of stored wheat without providing funds to pay for same or returning the same kind of grain to the ticket holder. It is understood the case will be brot up in the next session of the circuit court.

Flandreau, S. D.—The fire in our elvtr. was only a small one and was due to an overheated bearing in the cupola. I was loading a car of grain at about 11 a. m. and noticed the blaze before any serious damage was done. Carpenters were put to work at once to repair the roof and we fixed the bearing so that we could load grain in the morning. The loss was covered by insurance.—N. M. Lang, Lang Elvtr. Co.

SOUTHEAST

Charleston, W. Va.—The Brown Milling & Produce Co. has completed a new plant which includes a large elvtr., 5-story mill and 2-story warehouse. The entire plant is of concrete construction.

TENNESSEE

Union City, Tenn.—The Cherry-Moss Grain Co. will install a 20-h.p. motor.

Harriman, Tenn.—The Farmers Hay & Grain Co. is in the hands of a receiver.—B. K.

Nashville, Tenn.—S. S. Kerr is building a 50,000-bu. addition to his present plant.

Nashville, Tenn.—O. L. Jones, sec'y-treas. of the J. A. & O. L. Jones Elvtr. Co., was found unconscious on the street Oct. 4 and taken to the hospital, where he died without regaining consciousness. He was 47 years old and at the time of his death sole owner of the company. He is survived by his wife.

Memphis, Tenn.—The firm of Marks & Anderson has been dissolved. David W. Marks has been admitted to membership in the Merchants Exchange and has opened a brokerage office in the Bank of Commerce Building. L. P. Anderson, who is a member of the exchange, will continue the business of the old firm in the office in the Exchange Building.

TEXAS

Honey Grove, Tex.—Riley Bros. have bot the local mill and elvtr. here.

Lavon, Tex.—R. L. Brown has completed a corn shelling plant which will be operated in connection with the elvtr.

McKinney, Tex.—We have moved our headquarters to Fort Worth and have leased the Dazey Moore Elvtr. there.—L. C. Voelkel, Voelkel & McLain Co.

Fort Worth, Tex.—We have recently moved our headquarters to this city where we have leased the Priddy Elvtr. also known as the Dazey-Moore Elvtr.—L. C. Voelkel, Voelkel-McLain Co.

McLean, Tex.—I have been in business about a year, having bot out M. Cheney of the firm of Henry & Cheney. I have no elvtr. but buy and ship grain in carlots and operate a feed store.—T. W. Henry, Henry Grain Co.

Amarillo, Tex.—The Great West Mill & Elvtr. Co., which has completed its 500,000-bu. elvtr. and 1,200-bbl. mill here, has bot elvtrs. at White Deer, Pampa, Miami, Glazier and Higgins. Other elvtrs. will be bot by the company.

Seymour, Tex.—Y. P. Yarbrough, formerly owner of the Yarbrough Mill & Elvtr. Co. at Abilene, which he sold some time ago, has bot the plant of the Seymour Mill & Elvtr. Co. He has remodeled and increased the capacity of the corn mill and built an elvtr. of 15,000 bus. capacity. The plant is now operating.

UTAH

Logan, Utah.—We are no longer engaged in the grain business and have no successor. We simply quit for the present.—Geo. Morehouse, mgr., Cache County Farmers Equity.

WASHINGTON

Benge, Wash.—The elvtr. of the Benge Elvtr. Co. will be enlarged this year.

Cheney, Wash.—The plant of the F. M. Martin Milling Co. is now in operation.

Dayton, Wash.—The Portland Flouring Mills Co. has leased the warehouse of the Boughton Warehouse Co. and will operate it this year. Repairs are being made.

Pasco, Wash.—M. W. Hunt is pres. and G. C. Gregory, sec'y-treas. and mgr. of our company.—Pasco Grain & Milling Co.

Washtucna, Wash.—I have been out of the grain business for myself for over a year, having sold all of my grain property to the Gallatin Valley Milling Co. I am now with the Fisher Flour Mill Co. at Seattle.—C. S. Bassett.

WISCONSIN

Wanderoos, Wis.—The Northern Supply Co. suffered a small fire loss Sept. 24 from defective wiring.

Walworth, Wis.—The Walworth Lumber Co. has bot the elvtr. of the Armour Grain Co. and will operate it with G. A. Ruhmer, former mgr., in charge.

Amery, Wis.—F. Reute has bot us out here and operates as the Amery Feed Mill.—E. M. Hogan, sec'y, Apple River Milling Co.

Wanderoos, Wis.—Reute & Clark have bot out our grain business here.—E. M. Hogan, sec'y, Apple River Milling Co., Amery.

Prentice, Wis.—The Pennington Consolidated Rural Co-op. Agency incorporated for \$3,000 by Oscar Stevenson, Chas. J. Anderson and R. F. Groves.

Little River Falls, Wis.—We are still operating here but have sold all other plants.—E. M. Hogan, sec'y, Apple River Milling Co., formerly at Amery.

Sister Bay, Wis.—This county is rapidly developing into a fruit raising country. We have not handled any grain this year.—Theo. Des Jardin, Liberty Grove Produce Co.

Winneconne, Wis.—The elvtr. of the Schneider Brothers & Mader Co., which was operated in connection with the mill, burned recently and is a total loss. It was nearly full of grain. Loss is reported covered by insurance.

Dodgeville, Wis.—We are successors to Powell & Penberthy. Will make no changes in the building we bot of them. I have been in the grain business for 19 years and my son has been working with me ever since he was old enuf.—D. D. Lewis, D. D. Lewis & Son.

Joel, Wis.—Anderholm Bros., with elvtrs. at Clear Lake and Clayton, has bot the elvtr. of the Apple River Milling Co. here and will equip it as a jobbing plant for grain. I am interested in the company and will operate the plant here.—Chas. Blaid.

Neillsville, Wis.—J. L. Kleckner, who bot the elvtr. of the Farmers Elvtr. Co. in March, has torn out the old engine room and using lumber from another warehouse which he wrecked, is building a new warehouse in the angle where the engine room stood.

MILWAUKEE LETTER.

P. P. Donahue has come successfully thru an operation for appendicitis and will soon be back at his desk in the office of the Donahue-Stratton Grain Co.

A. J. Pick and B. F. Sieget have been admitted to membership in the Chamber of Commerce and the memberships of S. F. Meyer and Jas. A. Butler have been posted for transfer.

The Froedert Malting Co. has bot the property of the Interstate Malt Co. in this city. It has an annual capacity of 3,000,000 bus., and the company now will have an annual output of 7,500,000 bus. The company operates 2 plants here and one each at Red Wing and Winona, Minn.

WYOMING

Lyman, Wyo.—E. S. Young is building an elvtr. here.

Cheyenne, Wyo.—The O. M. Kellogg Grain Co. is building an elvtr. here.

Yoder, Wyo.—The Yoder Grain & Coal Co. has let contract to W. C. Bailey & Son for an elvtr.

Douglas, Wyo.—The Stubb-Anderson Grain Co. incorporated for \$25,000 by Mary and Daisy Anderson and Walter Stubbs.

Douglas, Wyo.—The Grain & Storage Co. recently installed a leg at its warehouse and has just shipped the first carload of wheat from this market this year.

May Quarantine Borer-Infested Areas of Ohio.

To determine methods of combating the destructive European corn borer which has been making its appearance in northern Ohio during the past season, several entomologists met recently at Sandusky, O.

These men believe that a quarantine over the infested districts will be ordered next year. The quarantine would not be severe but would prevent the shipment of corn and a few other plants, from the sections harboring the pest. There would be no restriction against the sale or exchange of the grain in the community itself.

While the damaging effect of the corn borer is practically over for the year, the entomologists suggest that corn stalks and trash in the infested fields should be plowed under or burned before next spring. They also suggest that the burning of weeds will aid in the control.

Rules Covering Transactions in Feedstuffs Adopted by G. D. N. A. at Chicago

Rule 1—Trade. It shall be the duty of both buyer and seller to include in their original articles of trade, however conducted, the following specifications:

Number of sacks, tons or cars.
Kind and grade of feed.

Price.
Rate basing points.
Time of shipment.

Terms of payment, sight draft unless otherwise specified.

Rule 2—Confirmation. (a) It shall be the duty of both buyer and seller, not later than the close of business day following date of trade, to mail, each to the other, a confirmation in writing (the buyer a confirmation of purchase and the seller a confirmation of sale), setting forth the specifications as agreed upon in the original articles of trade. Upon receipt of said confirmation the parties thereto shall carefully check all specifications named therein and, upon finding any differences, shall immediately notify the other party to the contract, by wire or telephone, and confirm in writing, except in the case of manifest errors and differences of minor character, in which event notice by return mail will suffice.

(b) When a trade is made through a broker, it shall be the duty of the broker not later than the close of business day following date of trade, to send a written confirmation to each of the principals (to the buyer a confirmation of sale and to the seller a confirmation of purchase) setting forth the specifications of the trade as made by him. Upon receipt of said confirmations, the parties thereto shall carefully check all specifications named therein and upon finding any differences, shall immediately notify the other party to the contract by wire or telephone, and confirm in writing. In default of such notice the contract shall be filled in accordance with the terms of the confirmation issued by the broker.

Rule 3—Brokers. (a) A broker is one who is engaged for others on a commission basis, in negotiating contracts relative to property, with the custody of which, actual or constructive, he has no concern.

A person is not a broker—

FIRST: Who has possession and absolute control of merchandise shipped to him to sell and collect the proceeds. (Therefore, a commission merchant to whom feed is consigned for sale is not a broker.)

SECOND: Who receives a salary instead of a commission or brokerage.

THIRD: Who acts for one principal to the exclusion of all others.

(b) A broker has power to bind his principals only to the extent of his instructions, and the principals are not liable for any acts of the broker in excess of such instructions.

(c) A broker, who in good faith or otherwise, exceeds his authority, is liable for resulting damages.

(d) A broker who negotiates a contract without disclosing his principal's name is responsible as principal until the real principal's name is given and accepted by the other party.

(e) A broker who in good faith negotiates a contract, which is in accord with instructions from both his principals, who at the time of the negotiations advises each principal the name of the other, and who completes such negotiations in accordance with the rules and customs governing such transaction, thereby fulfills all his obligations and has no further liability to either of his principals, unless otherwise agreed. The contract so negotiated is valid and binding between the buyer and seller, the same as if it had been negotiated directly between them.

(f) Brokerage shall be credited when contract is accepted by principals to the transaction, unless otherwise specified.

Rule 4—Bills of Lading. Bills of lading attached either to invoices or to drafts shall be original and negotiable and in conformity with the specifications of the contract on which the shipment is to apply, and shall be signed in accordance with the rules of carriers. Any loss resulting from irregular or incorrect bills of lading shall be paid by the seller.

Rule 5—Demurrage and/or Additional Charges. The seller shall be liable for any demurrage and/or additional charges accruing on feed billed to "shipper's order," when such charges can be shown to have accrued by reason of the inability of the buyer, through act of seller or his agent, to get possession of the bill of lading, whenever said bill of lading is necessary to furnish disposition.

Rule 6—War Tax on Freight Charge. On all feeds sold at a delivered price it shall be the duty of the seller to pay the federal freight tax. The buyer shall pay such federal freight tax where feed is sold at a price f. o. b. shipping point.

Rule 7—Carload. A carload shall be forty thousand (40,000) pounds, unless otherwise specified at times of purchase. Provided, that where rules of carriers lawfully on file with the Interstate Commerce Commission or State Railway commissions provide for minimum carload weights in excess of the above, such minimum weights shall constitute a carload within the meaning of this rule.

Rule 8—Maker of Feed. (a) A sale of feedstuffs by any miller or manufacturer shall mean goods of his own manufacture, brand or equal in every particular unless otherwise specified at the time of sale.

(b) Durum wheat by-products shall not be deliverable on contracts for wheat feeds unless so specified.

Rule 9—Origin of Feed. (a) A sale of feedstuffs shall not of necessity mean that the feedstuffs will originate at the home address of the seller. If at time of sale buyer requests origin, seller is obliged to give same by zones, as follows:

Zone No. 1—Shall mean either Kansas, Nebraska, Oklahoma, Texas.

Zone No. 2—Shall mean either Missouri, Illinois, Iowa.

Zone No. 3—Shall mean either Indiana, Ohio, Michigan, Kentucky, Tennessee.

Zone No. 4—Shall mean either Minnesota, Wisconsin, North Dakota, South Dakota, Montana.

Zone No. 5—Shall mean either Colorado, Utah, Wyoming, Oregon, Washington, California, Idaho.

Zone No. 6—Shall mean either New York, Pennsylvania, Virginia, Maryland.

(b) A sale of feedstuffs contemplates shipment from mills on or after the date of sale, unless otherwise specified.

(c) The differential in freight rates shall be those in effect on date of sale from seller's business address, unless otherwise specified.

Rule 10—Privileges. In all delivered sales to any terminal markets the point specified shall be considered as a rate basis; only and not necessarily final destination of goods, and shipment shall be made to any point and via any line open for business designated by the buyer which is reached by lake, or lake-and-rail lines during the season of navigation, or by all-rail trunk lines at other times, at the differential in effect at the time of sale, as shown by published tariff rates, provided shipment is made within contract time; and provided further, that such routing is in accord with transit arrangements of shipper.

Rule 11—Definitions. In the absence of agreement to the contrary, definitions of feedstuffs shall be the same as those adopted and promulgated by the Association of Feed Control Officials of the United States.

Rule 12—Packing. (a) It shall be understood that all feedstuffs when sold in sacks shall be packed in new bags, unless otherwise specified at time of trade.

(b) The weight of packages shall be net when packed, and two thousand (2,000) pounds net shall constitute a ton.

Rule 13—Shortage, Damage and/or Overcharge. All claims for shortage and/or damage shall be made by the receiver within ten (10) days after arrival, and must be accompanied by paid expense bill with railroad agent's notations as to damages; likewise, condition of equipment and seals. Upon receipt of complete papers covering freight overcharges on delivered sales, seller shall immediately reimburse buyer. If buyer does not comply with these provisions, seller will undertake to collect claim for account of buyer.

Rule 14—(a) Immediate or Rush Shipment shall mean shipment within three (3) calendar days from the date of receipt of shipping instructions, including day instructions are received by seller.

(b) **Quick Shipment** shall mean shipment within seven (7) calendar days from date of receipt of shipping instructions, including day instructions are received by seller.

(c) **Prompt Shipment** shall mean shipment within fourteen (14) calendar days from the date of receipt of shipping instructions, including day instructions are received by seller.

(d) **Unspecified Shipment.** Where shipment is not specified prompt shipment is understood.

(e) **Loaded, Spot, Instant or on Track** shall mean that the goods are actually loaded and ready for billing, and the lading must be dated on the day of sale.

(f) **In Transit** shall mean that the lading must be dated at least one day prior to date of sale.

(g) **Deferred Shipment.** In the purchase and sale of feed for deferred shipment the following specifications shall govern:

Where a specific number of days is not specified in contract, but the time is referred to as

first half or second half of a given month, it shall be understood that up to midnight of the 15th shall be considered the first half (this including February), the remainder of the month to be considered as second half.

(h) The date on original bill of lading, from point of origin, as shown on exchange bill of lading, shall be accepted as the original date of shipment; provided, the shipment originates in the zone specified.

(i) **Season Shipments.** Season shipments shall mean shipment any time, at the seller's option, between the date of sale and Dec. 31 of the current year, inclusive.

(j) On all shipments the date of issuance of bill of lading, signed by the agent of the railroad issuing same, shall be conclusive evidence of date of shipment, unless conclusive evidence to the contrary can be shown.

Rule 15—Directions. Unless otherwise agreed, all sales are understood to be for shipment at seller's option. Specifications on sales for immediate or quick shipment must be furnished at the time the transaction is closed. On sales for prompt shipment such specifications must be furnished within three (3) days from date of the transaction. On sales for longer period specifications must be furnished by buyer within three (3) days after demand by seller, and in any event at least ten (10) days prior to expiration of the contract, whether such specifications have been demanded by seller or not. In the event buyer fails to furnish specifications, as required under these rules, or violates any of the other terms of the contract, seller shall have the following rights:

(a) To resell goods in the open market for buyer's account, buyer to pay seller the loss incurred; or,

(b) To retain goods, buyer to pay seller difference between contract price and market price, in event of market price being lower, and also in addition thereto such actual expense as shall have been incurred.

(c) To cancel the contract or any unshipped portion thereof.

(d) Seller must notify buyer within twenty-four (24) hours after expiration of contract which one of the above rights he elects to exercise.

(e) It shall be the duty of seller, without demand, in event of default of contract, to notify buyer of that fact by wire or telephone prior to noon of day following date of expiration of contract.

Upon failure of seller to ship as required by contract, buyer shall have the following rights:

(f) To cancel that part of the contract upon which there has been default; or,

(g) To buy in the open market a like quantity and quality of feedstuffs for seller's account, seller to pay buyer the loss incurred; or,

(h) Seller to pay difference between the contract price and market price, if the market price is higher than the contract price, and in addition such actual expense as shall have been incurred.

(i) Buyer must notify seller within twenty-four (24) hours after notice of default of contract, which one of the above rights he elects to exercise.

Rule 16—Registration. On sales of feedstuffs the seller guarantees that the feedstuffs shall comply with the laws of the state into which it is sold, including registration and tax, if any, unless otherwise agreed at the time of sale.

Rule 17—Refusal of Shipment. Failure to make any shipment in keeping with the terms and conditions of a contract shall be grounds for the refusal only of such shipment or shipments, and not for the rescission of the entire contract or any other contract between buyer and seller.

Rule 18—Arbitration. In cases of arbitration of disputes resulting from transactions in feedstuffs where one or both parties to the dispute are members of trade associations or exchanges that have adopted these rules, these rules shall define the rights of the parties and shall be the basis of award.

Imports and Exports of Seeds.

August imports and exports of seeds, and for the eight months ending August were reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS.				
	August		Eight months ending August	
	1921.	1920.	1921.	1920.
Beans, bus.	4,536	148,260	201,597	1,822,405
Castor beans, bus.	115,148	150,765	320,896	948,000
Flaxseed, bus.	1,896,590	1,685,510	8,004,070	17,294,892
Red clover, lbs.	495,334	253,923	15,385,579	12,680,161
Other clovers, lbs.	1,766,241	917,971	16,948,000	10,905,995
Other grass seeds, lbs.	1,968,454	471,397	8,083,152	18,791,767
Peas, bus.	267,109	284,691	1,495,774	
Sugar beet seeds, lbs.	33,800	858,400	6,385,986	15,259,500
EXPORTS.				
Beans, bus.	73,387	66,907	1,011,481	1,440,644
Flaxseed, bus.	95	256	256	14,658
Clover sd. lbs.	183,176	2,292	3,420,791	2,828,349
Timothy, lbs.	1,561,280	337,816	1,886,891	9,147,868
Peas, bus.	7,660	8,081	84,490	224,375

Seeds

THE GREATER part of Michigan's poor crop of oats is reported unfit for seed.

LOUISVILLE, KY.—The Louisville Seed Co. is now a member of the Grain Dealers' National Ass'n.

A PROTECTIVE tariff on alfalfa seed has been promised the people of South Dakota by Congressman Williamson of that state.

TERRE HAUTE, IND.—Frank Hoermann, for several years in the seed business at this city, plans to re-enter the seed business soon.

NEW YORK, N. Y.—Edward Bradshaw has registered the letters "I. X. L." as his trademark No. 148,790 for use on popping corn.

WICHITA, KAN.—The Ross Bros. Seed Co. has filed an involuntary petition in bankruptcy. Liabilities are listed at \$65,142 and assets at \$51,887.

DELTA, UTAH.—The new cleaning plant of the Peppard Seed Co. will be 50x92 ft. and the warehouse will be 50x100 ft. Total cost will exceed \$25,000.

LOUISVILLE, KY.—John W. Watts, for some time in the seed brokerage business on his account, in the future will be with the sales department of the Ross Seed Co.

SPRINGFIELD, ILL., Oct. 5.—Wet weather thruout the state has delayed the hulling of clover this season.—Clarence J. Root, meteorologist, U. S. Dept. of Agriculture.

PENNSYLVANIA's new seed law which became effective July 1 is now ready for distribution. Printing of the law had been held up because of the printers' strike in the east.

KANSAS CITY, MO.—W. A. Duncan & Co., in the wholesale field seed business here, have leased a building on Main St. and will operate a retail store in connection with their jobbing business.

TRINIDAD, COLO.—The Trinidad Bean & Elevator Co. has registered a circular design within which is inscribed a "T", a "triangle" and the words "Triad beans" as its trademark No. 148,097 for use on dried beans of all kinds.

BISMARCK, N. D.—The Koto Seed Wheat Growers, Inc., recently filed its articles of incorporation. No capital stock was mentioned. Incorporators are Jal Herre, Halstead, W. E. Clark, Tower City, and W. R. Porter, Fargo.

DES MOINES, IA.—Charles N. Page, who formerly was pres. and general manager of the Iowa Seed Co. and who has of late been making his home in San Diego, Cal., has returned to Des Moines and is reorganizing his old firm.

Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during September, compared with September, 1920, were as follows:

FLAXSEED.				
	Receipts		Shipments	
	1921	1920	1921	1920
Chicago, bus.	169,000	68,000	1,000	1,000
Duluth, bus.	409,293	523,602	314,078	198,535
Milwaukee, bus.	20,700	61,095	4,065	.....
Minneapolis, bus.	545,350	652,750	197,260	81,700
New York, bus.	3,200	.....	.....	.....
CLOVER.				
Chicago, lbs.	739,000	1,207,000	371,000	71,000
Milwaukee, lbs.	215,185	53,668	1,000,524	130,500
New York, bags	.....	.....	7,081	.....
Toledo, bags	8,503	992	435	652
TIMOTHY.				
Chicago, lbs.	6,239,000	8,075,000	8,567,000	3,075,000
Milwaukee, lbs.	1,565,532	90,000	87,603	30,000
New York, bags	2,810	.....	720	.....
Toledo, bags	4,824	1,671	2,413	6,823
OTHER GRASS SEEDS.				
Chicago, lbs.	2,678,000	5,871,000	1,128,000	588,000
KAFIR AND MILO.				
Kansas City, bus.	119,800	159,500	211,000	126,000
Los Angeles, cars	66	101	.....	.....
St. Joseph, bus.	1,500	.....	.....	.....
Wichita, bus.	.....	10,800	.....	30,800
OTHER SEEDS.				
Los Angeles, cars	4	2	.....	.....

CORINTH, S. D.—Flax averaged about 15 bus. thru here.—C. B. Askelson, Corinth Grain Co.

FLAXSEED STOCKS in Canada at the close of the crop year amounted to 1,803,998 bus., compared with 616,123 on hand at the close of the 1920 crop period. Of the amount this year 50,700 bus. were in the hands of the farmers, 1,713,840 bus. in elevators and 39,458 bus. were in transit by rail.—Dominion Bureau of Statistics.

GENESEO, ILL.—The H. H. Withrow Co. which succeeded L. K. Ellsberry & Co., says of the plans of the company: We will conduct the business along the same lines as heretofore. This is the largest exclusive seed corn firm in the world and we breed and grow all our seed corn within a radius of 6 miles from Geneseo.

SHELBYVILLE, IND.—A plant to treat seed wheat by the hot water method so as to prevent the occurrence of smut and other diseases has been opened in this city by Russell G. East, county agent of Shelby County. The plant employs two men, has a capacity of 20 bus. of wheat per hour and is mechanically equipped so as to eliminate all handling by hand.

THE FLAXSEED SITUATION in the northwest is summarized by the Archer-Daniels Linseed Co., Minneapolis, as follows: Too much rain is delaying the harvesting and threshing of flaxseed in the northwest. September receipts of flaxseed at the markets of Minneapolis, Duluth and Winnipeg this year totaled 873 cars compared with 1,061 cars received in September, 1920. For a month or six weeks very little Argentine seed has been shipped to the United States but shipments must begin soon to produce oil in November. Minneapolis mills are behind in urgent shipping orders for oil. A correspondent at Devils Lake, N. D., says a lot of the flax in his locality will not be cut until it freezes up.

TOLEDO, O., Oct. 8.—Market covered nearly a \$1 range this week. Good support is in evidence on all moderate setbacks. There was some removal of hedges against cash sales for deferred shipment, in addition to fresh investment buying. Certain dealers reporting good cash demand, especially for deferred shipment. Much of the clover is still in the fields unhulled, and is subject to deterioration if weather continues unfavorable. October usually brings good receipts. Increased receipts are expected later in the month. Considerable headed this way, being shipped in to apply on October contracts. Some deliveries have already been made. Many will accept delivery, expecting to ship the seed. General reports indicate there will be a larger crop of wheat sown this season, which should make a larger demand for clover.—Southworth & Co.

TOLEDO, O.—Clover market has been a puzzle to the bears. They started early in the season to pound the market, thinking that prices were entirely out of line with other farm products. Corn and oats appeared cheap and bears wondered where any demand would appear for seed above ten dollars. Clover has advanced steadily while grains have continued to decline. Receipts have been large, but have rested in strong hands and pressure on the market has not been heavy. October longs liquidated first and now a scattered short interest has been trying to switch over to the more distant futures. Some seed has been delivered on October contracts, but dealers have been having trouble in making contract prime. Number three and rejected clover has contained too much brown seed to pass into prime after cleaning. Open interest in the market at present is not large. Small orders cause sharp fluctuations. Seed has been for sale on the bulges and buying orders have appeared on the breaks. Country still has clover to sell, but are showing more of an inclination to hold. Foreign news has been more or less bullish. Europe is not offering spot seed freely. Imports have dropped off. We feel rather friendly to clover on the breaks. Be careful of the sharp bulges.—C. A. King & Co.

A LARGE PERCENTAGE of the August clover seed imports came from Canada, whereas the largest imports usually come from France. Of the 2,261,575 lbs. of clover seed imported during that month 37% came from Canada, 31% came from France and 30% from other countries. Last year in August 55% of our clover seed came from France and 9% came from Canada. Practically all of the August flaxseed imports came from the Argentine.

TOLEDO, O.—Timothy showed firmness most of the week. March sold over \$3.00 but did not hold it. Temporary break in clover Thursday probably influenced it. Better feeling prevails. Looks cheap compared with clover. Remember this country uses a world of it. Last crop been pretty well marketed and now in the show windows. Not much here compared with recent years. Trade been more lively this week. A little dull latter part.—J. F. Zahm & Co.

From the Seed Trade.

ST. LOUIS, Mo., Oct. 6.—Concerning crops in the vicinity of Saint Louis: Red clover is scanty yield, of mostly discolored seeds, but may be equal to probable requirements of the trade. Kentucky blue grass is a light crop, but of bright seed. Timothy seed seems to be equal to demand. This seed is of good grade. Red top or *agrostis capillaris* may be equal to trade requirements. This variety is of bright color, but kernels are thin. Kafir corn and milo maize are equal to former crops and the demand is constant.—Charles E. Prunty.

GENESEO, ILL., Oct. 5.—The corn crop in this locality is in rather bad shape. There is lots of moldy corn and there are a good many worms. Any corn that is on the ground is growing. With this combination it is taking a lot of time to secure good seed but our house is filling up and with a few more weeks of good weather we will have a very good supply of seed.—The H. H. Withrow Co. per H. H. W.

Iowa Seed Dealers Meet at Ames College.

The fall meeting of the Iowa Seed Dealers Ass'n was held at Ames, Ia., on Sept. 28 on the grounds of the Ames Agricultural College. The dealers convened in the Agricultural Building and after having been greeted by Prof. Burnett and Prof. Wilkins of the college were shown some of the work on the experiment fields.

The Ames Hubam clover fields contained many different types which interested the visitors. Most of the Hubam fields at Ames were grown from seed transplanted by hand from the greenhouses.

Another field contained both Hubam and oats. Ten pounds of the seed and three bushels of oats were sown to the acre. In one of these fields the Hubam had been clipped twice. Speaking of this field sec'y A. M. Eldridge of Shenandoah, said, "This field was remarkable inasmuch as there was a thick, heavy, fine growth and a mat almost as you would find bluegrass in the fall."

The various types of corn and wheat being investigated by the college were also studied, and at the close of the day the dealers were a unit in claiming they had had a wonderful time and had learned much of the activities of Iowa's wonderful state school.

It was hoped before the meeting, that time would be found to discuss the new Iowa seed law. As many of the dealers are still in the dark as to the meaning of the various parts of the act no action was taken other than the following suggestion from sec'y A. W. Eldridge:

"I would suggest that so far as possible we all comply with the Iowa law whether we like it or not. It will make it much easier to adjust matters and much easier to secure what we should have in the Iowa law if we do our level best to live up to the one we now have on our Iowa statute books."

Feedstuffs

OSWEGO, N. Y.—The Ontario Milling Co. is planning an addition.

ANACONDA, MONT.—James O'Leary has opened a feed mill in this city.

MEMPHIS, TENN.—Pease & Dwyer contemplate building an addition to their plant.

RICHMONDVILLE, N. Y.—The Richmondville Feed & Coal Co. has completed improvements to its plant.

ST. LOUIS, MO.—The Denver Alfalfa Milling & Products Co. have established offices in this city in charge of Bill Nye.

DES MOINES, IA.—O. J. Meredith is contemplating further additions to the new plant of the Iowa Corn Products Co.

AN EMBARGO against the shipment of mill-feed to the head of the lakes has been established by the Great Northern.

ST. LOUIS, MO.—Salesmen of the Ralston Purina Co. of this city met recently to learn the sales plans for the coming season.

COLUMBIA, IA.—G. W. May did not rebuild the mill which burned recently but has installed machinery for grinding feeds.

NEBRASKA CITY, NEB.—Henry Ritz, pres. of the Wasco Alfalfa Mills, passed away at his home after a short illness.—K. C. S.

ILION, N. Y.—A. W. Coulson & Son have taken over the feed and coal business conducted for several years by the late A. A. Morgan.

NEW YORK, N. Y.—Approximately 1,500 employees of the Corn Products Refining Co. were on strike against a reduction in wages on Oct. 5.

CLEVELAND, O.—The G. R. Thomas Ice & Feed Co. has been incorporated with a capital stock of \$25,000 by Samuel Kramer, Earl White and others.

BALTIMORE, MD.—Not a single bid was received on the plant or equipment of the Baltimore Pearl Hominy Co. which were offered for sale on Sept. 15.

MEMPHIS, TENN.—The Delta Flour & Feed Co. has discontinued business and the affairs are being liquidated by C. H. Olsen, formerly manager of the company.

MILWAUKEE, WIS.—The local plant of the Jersey Cereal Food Co. of Cereal, Pa., has resumed operations after having been closed for repairs and replacements.

LOUISVILLE, KY.—J. W. Davis, for several years salesman for the Louisville Milling Co., has gone into the feed and flour brokerage business on his own account.

AUTHORITY has been received from the Commission, extending the emergency rates on beet molasses and blackstrap molasses until Dec. 31, 1921, and on alfalfa meal and hay until April 30, 1922.—Ralph Field, traffic manager, American Feed Manufacturers Ass'n.

Exports of Feedstuffs.

Exports of feedstuffs during August, compared with August, 1920, and for the eight months ending August, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	August 1921.	August 1920.	8 months ending 1921.	August, 1920.
Bran and middlings, tons	227	354	4,326	2,339
Cocoonut cake, tons	2,881,000	100,000	3,053,685	324,313
Corn oil cake, lbs.	1,270,500		3,884,540	42,500
Cottonseed cake, lbs.	54,991,421	3,400	256,531,183	123,455,827
Cottonseed meal, lbs.	18,281,071	965,150	97,557,163	5,505,130
Linseed meal, lbs.	1,403,625	937,689	15,817,357	8,355,558
Linseed cake, lbs.	43,813,530	8,537,025	355,405,735	130,781,469
Millfeed, tons	1,536	1,317	7,900	7,014

MINNEAPOLIS, MINN.—The demand for the by-product received in the manufacture of linseed oil is declining. There is no demand in Europe.—Archer Daniels Linseed Co.

ORCHARD LAKE, IND.—A feed storage house and an elevator belonging to Governor McCray were burned recently. Loss is estimated at \$20,000, fully covered by insurance.

WAUKEGAN, ILL.—The Blatchford Calf Meal Co. has registered the design of the word "Barnum" written within a hog as its trademark No. 137,063 for use on feed for hogs.

DAYTON, O.—The Powers Holbert Feed Co. recently formed by F. R. Powers and Frank O. Holbert plans the establishment of several retail feed stores in Dayton and Montgomery Counties.

THE PROPOSED higher rates on cottonseed products have been suspended by the Interstate Commerce Commission until Jan. 26. The suspension means on an average about 11 cents per cwt. to the southwestern shipper of the cottonseed products.—I. C. C. 1405.

CEDAR RAPIDS, IA.—We have not started building the new elevator yet and probably will postpone operations until next summer. Penick & Ford, Ltd., Inc., E. H. Bingham, Mgr. Grain Dept.

CROWLEY, LA.—The Nutriline Milling Co. of this city is alleged to have violated the food and drugs act by mixing peanut shells in its feed. Action has been brought in the U. S. Court of Louisiana.

MONTESANO, WASH.—We will conduct a feed and grain business in the mill we just purchased from J. H. Palmer. The mill is equipped for grinding, rolling, mixing and cleaning.—Stiles & McCoy Co.

MEMPHIS, TENN.—When there is a conflict between the rules and regulations of the local Merchants Exchange and the Interstate Cottonseed Crushers Ass'n, it has been decided to let the rules of the Interstate body govern.

MILWAUKEE, WIS.—The Froedtert Malting Co. has acquired the local plant of the Interstate Malting Co. with annual capacity of \$3,000,000 bus., giving them the largest capacity in the world. A large export business is being done.

BRATTLEBORO, VT.—A feed mill which will turn out stock and poultry feed is being installed in the plant recently taken over by the St. Albans Grain Co. of St. Albans, Vt. The plant already has storage space for 300 cars of feed and elevator space amounting to 60,000 bus.

THE ACCUMULATION of grain screenings at Fort William has become so great that the elevators are throwing them into the lake. Eighteen months ago these same screenings were worth \$20 per ton and as much as \$5,000,000 worth of these screenings have been imported into the United States in one year.

LITTLE ROCK, ARK.—J. F. Weinmann of the Weinmann Milling Co. has bought the controlling interest in the Brown Oglesby Cash Feed Stores Co. Mr. Weinmann will be pres. of the company and C. C. Davis, former vice pres., will be sec'y-treas. The company operates several retail feed stores in Arkansas.

KANSAS CITY, MO.—The Atlas Cereal Co. has reopened its plant and will manufacture alfalfa and molasses feeds at full capacity. F. E. Davenport, who has been with the company for several years, is now general manager. Mr. Davenport has spent many years of his business career in the manufacture and distribution of alfalfa and molasses feeds.

SIoux CITY, IA.—Creditors of the bankrupt Alfalfa Products Co. have been notified by the referee in bankruptcy, that the line carrying electricity to the plant will be taken up if the Sioux City Service Co. does not get an amount equal to the annual depreciation of the line. This will amount to \$241.68 annually. To prevent the removal of the line and to guarantee power to the mill creditors will meet with the referee on Oct. 14.

APPLE POMACE, the residue left after the grinding of apples for cider, has possibilities as an ingredient of mixed feeds. Tests are being carried on by the U. S. Dept. of Agriculture. The pomace may be fed as it comes from the press or after it is dried. Care must be used not to feed too much as the large percentage of apple seeds might prove injurious.

FEEDSTUFF EXPORTS continue heavy. Of the 73,000,000 lbs. of cottonseed products exported during August, 58% went to Denmark, 22½% to the United Kingdom, 16% to Germany and a little more than 1% to Norway. Netherlands and Belgium continue to be the heaviest purchasers of our linseed cake and meal. Of the 45,000,000 lbs. of linseed products exported during August, 40% went to Belgium, 40% went to the Netherlands, 16% to the United Kingdom, 4% to Germany and about 2½% to Canada. Many feed dealers too are expressing surprise at our greatly increasing exports of cocoanut cake and meal.

Adulteration and Misbranding.

Under the Food and Drugs Act, the following judgments have been rendered recently in the United States District Courts for the Bureau of Chemistry:

The Nutritia Co., Cincinnati, O., labeled feed containing 13.38% protein, "protein 16%." A plea of guilty was entered. Fined \$25 and costs.

The Eikenberry-Fitzgerald Co., Cincinnati, O., labeled cottonseed meal "Protein 36% and fiber 14%." Analysis showed 17.73% fiber and 32.10% protein in one shipment and 15.79% fiber and 34.80% protein in another shipment. Fined \$50 and costs.

A quantity of cottonseed meal was shipped into Kansas by the United Oil Mills of Ashdown, Ark., in sacks that were labeled "100 lbs. * * * S. P. Davis, shipper, Little Rock, Ark." When no claimant appeared for the meal the court ordered it sold, the purchaser to agree to label the sacks with the exact weight, which was less than 100 lbs., and to show on the sacks the exact nature of the contents.

Corn Millers Announce New Package Differential.

The following package differentials have been agreed upon by the Com'te of Differentials of the American Corn Millers Ass'n and became effective Sept. 26:

Cotton Bags—Best Grade.			
100 lbs. Basis,	per bbl.,	2 to bbl.	
98 lbs. \$0.05 under basis	per bbl.,	2 to bbl.	
96 lbs. .10 under basis	per bbl.,	2 to bbl.	
50 lbs. .05 over basis	per bbl.,	4 to bbl.	
48 lbs. .05 over basis	per bbl.,	4 to bbl.	
25 lbs. .20 over basis	per bbl.,	8 to bbl.	
24 lbs. .10 over basis	per bbl.,	8 to bbl.	
20 lbs. .30 over basis	per bbl.,	10 to bbl.	
12 lbs. .30 over basis	per bbl.,	16 to bbl.	
10 lbs. .55 over basis	per bbl.,	20 to bbl.	
9 lbs. .30 over basis	per bbl.,	20 to bbl.	
5 lbs. 1.10 over basis	per bbl.,	40 to bbl.	
Paper Bags—Best Grade.			
50 lbs. \$0.10 under basis	per bbl.,	4 to bbl.	
48 lbs. .20 under basis	per bbl.,	4 to bbl.	
25 lbs. Same as basis,	per bbl.,	8 to bbl.	
24 lbs. .10 under basis	per bbl.,	8 to bbl.	
20 lbs. .05 over basis	per bbl.,	10 to bbl.	
12 lbs. .05 over basis	per bbl.,	16 to bbl.	
10 lbs. .25 over basis	per bbl.,	20 to bbl.	
5 lbs. .60 over basis	per bbl.,	40 to bbl.	

The 190 lb. wood barrel will be 40 cents over basis and the 196 lb. wood barrel will be 50 cents over basis.

Feed Movement in September.

Receipts and shipments of feed at the various markets during September, compared with September, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore, tons	1,810	1,481		
Cincinnati, tons	1,050	1,830		
Chicago, lbs.	28,962,000	44,949,000	72,491,000	81,776,000
*Kan. City, tons	5,440	6,140	16,720	8,100
*Los Angeles, cars	42	48		
Milwaukee, tons	16,420	3,250	22,991	19,417
New York, tons	140			
St. Louis, sacks	154,740	117,980	164,110	158,635

*Bran.

Dried Blood as an Ingredient for Grain Feeds.

Several American manufacturers of dried food have of late been advocating the use of dried blood as an ingredient of mixed feed for animals. Several English manufacturers have also become interested in the possibilities of dried blood in feed and have carried on a series of feeding tests under the observation of the Minister of Agriculture. The minister in a recent publication gives the results of these tests.

Dried blood, when properly prepared is a dry powder with but little smell, a pleasant meaty taste and a salt flavor.

Results of experiments show that the addition of dried blood to the ordinary farm ration of wheat offals, causes a far greater increase in the weight of the animal than does the feeding of the wheat offals alone.

Feed Control Officials to Meet.

The 30th annual convention of the Ass'n of Feed Control Officials of the United States will again be held in Washington, D. C., on Oct. 27 and 28, immediately following the convention of the Ass'n of Agricultural Chemists.

The Ass'n originally planned to hold its convention on Nov. 14, 15 and 16, but changed the date when it was found that Washington would be crowded on those dates with persons attending the Disarmament Conference.

An interesting program has been arranged and several important feed men are scheduled to address the convention. "The Standards of Wheat Mill Feeds" and "The Proposed Revision of the Uniform Feed Law" are two of the subjects up for discussion.

Dealers and manufacturers of feed are cordially invited to attend. Headquarters will be maintained in the Raleigh Hotel.

On the same dates, Oct. 27 and 28, the American Feed Manufacturers Ass'n will hold its semi-annual meeting in Washington.

Meeting of Feed Distributors.

The second annual meeting of the United States Feed Distributors Ass'n was held Oct. 3 at Chicago, in connection with the annual convention of the Grain Dealers National Ass'n. First, a meeting of the joint com'te representing the Feed Distributors Ass'n, the Millers National Federation and the Grain Dealers National Ass'n was held to discuss the proposed trade rules governing transactions in feed stuffs.

This com'te was previously appointed by the several ass'ns to draft rules for presentation to the organization. Its members present included Martin Ismert, Kansas City; H. L. Strong, Wichita, Kan.; A. R. Kinney, Grand Island, Neb.; H. A. Smith, Buffalo; A. C. Bernet, St. Louis; E. M. Hibbs, Kansas City; William G. Crocker, Minneapolis; R. P. Purchase, Minneapolis; F. A. Dernberger, Buffalo; A. P. Husband, Chicago; M. F. Baringer and W. O. Fehling, Philadelphia; Judson Stites, Philadelphia. Mr. Crocker presided at the opening session.

The feed rules were discussed at some length, and the convention then went into regular session with Pres. E. C. Dreyer, St. Louis, presiding, to consider the rules section by section.

As successive rules were taken up certain changes and alterations from the draft proposed by the joint com'te were made. When all had been considered and acted upon separately the code as a whole was adopted by the Feed Distributors Ass'n and approved by the joint com'te. Pres. Dreyer was instructed to present the code to the convention of the Grain Dealers National Ass'n and to recommend its adoption. This was done at the next day's session of the convention of grain dealers and the rules as adopted are published elsewhere in this number of the Journal.

Tuesday Morning Session.

Pres. Dreyer called the convention to order at 10 a. m. Tuesday and briefly reviewed the

work done by the Ass'n during the year.

Sec'y Beatty submitted his report, which suggested a reduction in dues. After some discussion the dues for regular members were made \$10 per year, and for associate members \$5.

Oppose Purchasing Agencies.

The following resolution was adopted:

Whereas, in our opinion the purchasing agencies being organized thruout the country for retail dealers do not perform a service commensurate with the charges made; therefore be it

Resolved, that the United States Feed Distributors go on record as being opposed to the principle of and the methods employed by such ass'ns.

The following officers were elected for the ensuing year: Pres., E. C. Dreyer, St. Louis; vice president, L. C. Newsome, Pittsburgh; Roy P. Purchase, Minneapolis; W. O. Fehling, Philadelphia; H. Vest Lancaster, St. Louis; Frank J. Cain, Cleveland. Treas., Charles G. Wehmann, Minneapolis; sec'y, Robert T. Beatty, Minneapolis.

Directors: O. C. Opsal, Minneapolis; C. W. Wagar, Philadelphia; H. R. Wilber, Jamestown, N. Y.; Nico J. Blydenstein, Pendleton, Ore.; C. M. Woodward, Kansas City; H. L. Strong, Wichita, Kan.; H. A. Smith, Buffalo; P. R. Lowe, Pittsburgh; J. B. Picard, Chicago; Edward L. Pierce, Washington; Charles R. Matthews, New Orleans; B. F. Schwartz, New York; W. C. Nothorn, Memphis; Seth Catlin, Jr., Boston; Maurice J. Cohen, Minneapolis.

Adjourned *sine die*.

OUR PROBLEM is to produce what the world wants rather than to try to control the markets of the world.—Eugene Davenport, dean College of Agriculture, University of Illinois.

LIMESTONE rate reductions amounting to from 10 to 50 cents per ton have been put into effect by the I. C. and the C. & E. I. railroads on the petition of the various agriculture schools and associations of Illinois.

PEABODY COAL COMPANY

332 SO. MICHIGAN AVENUE
CHICAGO

KENTUCKY

Harlan County
Hazard District

OKLAHOMA

Superior,
Semi-Anthracite

WYOMING

Kleenburn,
Sheridan District



ILLINOIS

Franklin County
Williamson County
Carterville
Central Illinois
Danville District

INDIANA

Sullivan County
Warrick County

36 MINES

ANNUAL CAPACITY 18,000,000 TONS

BRANCHES

Cincinnati, Ohio
Peoria, Ill.
Springfield, Ill.
St. Louis, Mo.

Omaha, Neb.
Kansas City, Mo.

Minneapolis, Minn.
Deadwood, S. Dak.
Sheridan, Wyo.
Spokane, Wash.

Grain Carriers

LOWERED storage charges and extended free time on imports at Boston place the port on a parity with other North Atlantic ports.

NO HORIZONTAL rate reduction will be justified, unless railway operating expenses are reduced.—F. D. Underwood, pres. Erie Ry.

GRAIN MOVEMENT along the Wabash and the Ohio has been slow on account of the lowness of the water during the past month.—C.

AN INVESTIGATION of the charges of wharfage, handling, storage and other services at the southern ports is to be made by the I. C. C.

THE ANNUAL meeting of the National Industrial Traffic League is to be held this year in the Sherman House, Chicago, Ill., Nov. 9 and 10.

EASTERN CARRIERS have announced that they will reduce their rates on domestic grain and grain products amounts ranging from 2 to 4 cents per hundred effective Oct. 10.

MILWAUKEE, WIS.—The 432,981 bus. of corn loaded at the Kinnickinnic Elevator for Tiffin, Ont., Sept. 24, on the steamer Harvester, was the largest cargo to ever clear from any lake port.

RATE CUTS on the railways of Canada since Jan. 1, 1921, have numbered 1,450 according to the Canadian Ry. Ass'n. The reductions were made to meet varying traffic and commercial conditions.

TRANSIT PRIVILEGES are now permitted at Wausau, Green Bay and Milwaukee, by the C. M. & St. P. on grain originating at stations on the Central Wisconsin and destined for Chicago, Ill.

REPEAL of the transportation tax is provided in a bill introduced into the Senate by Senator McNary of Oregon. He said he would also introduce a bill that would take the tax off of telegraph messages.

TO DISCUSS railway matters in general the executives of the principal carriers will meet in Chicago on Oct. 14. One of the subjects to be considered will be the popular demand for lower freight rates.

THE EFFECTIVE DATE of the proposed elimination of switching charges at St. Louis, Mo., and East St. Louis, Ill., has been changed from Sept. 30 to Jan. 28, 1922, by the Interstate Commerce Commission.

THE PROPOSED SALE of the Mississippi Barge line to private interests is opposed in a petition sent to the War Department, the sec'y of Commerce and to Congress by members of the St. Louis Merchants Exchange.

THE \$3 PER DAY flat demurrage rate suggested by the National Industrial Traffic League is not favored by the members just at this time and no more consideration will be given the matter by the league for the present.

PRESENT RATES must obtain until traffic has been stabilized and costs reduced to the point where efficient operation will permit rate reductions without endangering further the financial status of the roads.—C. H. Markham, pres. I. C.

REDUCED RAIL rates on hay moving into Los Angeles are soon to be put into effect. At present the California hay shippers find it cheaper to transport their hay over the fine California roads in auto trucks than to pay the prohibitive rail rates.

SUIT for \$1,000 damages has been filed by the Belden Grain Co. of Charlotte, Mich., against the Michigan Central because of loss of grain in transit. The grain company alleges that it delivered to the carrier a car of wheat valued at \$4,000 and that the car furnished was not fit for safe transportation. As a result part of the grain, 215 bus. valued at the time at \$2.64 per bus., was lost in transit.

REPRESENTATIVES of the state commissions from every state in the Union will meet at Atlanta, Ga., on Oct. 11 to discuss their mutual problems, one of which is the determination of the power of state commissions over intrastate rail rates.

FALL STORMS are beginning to interfere with the movement of grain on the lakes. The steamer Matthew Andrew carrying grain to Buffalo from Chicago was blown dangerously near the Buffalo breakwater in the storm of Sept. 30 and had to be rescued by tugs.

PORT ARTHUR, ONT.—The steamer Ritchie recently discharged a load of grain at one of the elevators here and while standing at the dock took fire and was totally destroyed. The vessel was owned by Woodward Bros., grain dealers of Minneapolis and Winnipeg.

THE SOUTHWESTERN Industrial Traffic League of Dallas has suggested to Congress that it require members of the Interstate Commerce Commission have at least 5 years experience in handling traffic and transportation matters before becoming eligible for appointment.

THE \$5 CHARGE for the insertion of bulkheads or partitions in grain cars is condemned in petitions that have reached various carriers operating in the eastern and western territories. The subject is to come up soon for a hearing before the Western Trunk Line Com'te.

THE BOX CAR SUPPLY was reviewed by the car service division of the American Ry. Ass'n in a recent message to carriers as follows: Grain loading continues heavy with increased offerings from spring wheat states. Load cars into agricultural territory that are fit for grain loading.

SOUTHERN South Dakotans around Dallas desire direct rail connections with the Minneapolis market and are asking the Great Northern to extend its line into their territory. At present the territory is served with the C. & N. W. line which connects with Omaha, Council Bluffs and Sioux City.

GRAIN MOVEMENT from Montreal continues heavy and the vessel owners operating from that port decided recently on a 10% reduction in their freight charges on grain. The reduction was made because the scarcity of package freight is putting more and more vessels into the grain carrying business.

EMERGENCY FREIGHT rates on hay, established by the Union Pacific, have been extended to April, 1922. The reduced rates were to have come to an end on Oct. 1. The lower rates mean much to U. P. shippers. To some it means as much as \$10 per ton on hay shipments to Missouri River points.

LOADED WITH GRAIN and bound from New Orleans to Spain the steamer Alacrita was recently set adrift by its crew. During a hurricane the cargo shifted, water poured in on the grain and the steering mechanism broke. The vessel was left when the grain began to swell threatening to burst out the plates.

GRAIN HANDLING ACTIVITY began at Portland, Me., this season when the steamer Eirene began to load grain at one of the elevators along the Grand Trunk docks on Sept. 19. Another vessel, the Ironton, arrived the following day from Montreal, at which port it could not be loaded on account of the congestion.

THE MISSISSIPPI River barge line operating from St. Louis to the gulf, and transporting freight at charges that are 80% of the rail rates, has cost the government \$11,000,000. For two years the system lost money but during the present season it made money on the investment. The movement downstream from St. Louis to New Orleans requires from 5 to 7 days and the movement upstream from 11 to 14 days. Operators of the system expect a continued increase in business with the completion of docks at many of the river cities. It has been proposed recently to sell the line to private interests.

THE I. C. C. regulates the price of transportation and the Labor Board regulates the costs. Prices for transportation and costs of transportation are mutually interrelated and independent factors. Supervisory control over them should be exercised under a single authority.—Rep. Sydney Anderson, chairman, joint com'n, agricultural inquiry.

SUSPENSION of the tariffs naming thru rates on grain and grain products, all rail, domestic, from St. Paul, Minneapolis and Duluth-Superior territory to east of the Buffalo-Pittsburgh line has been asked by the transportation bureau of the Kansas City Board of Trade of the Interstate Commerce Commission. The new rates are scheduled to go into effect Nov. 1.

"SOME of the administrative functions of the Interstate Commerce Commission should be transferred to the Department of Commerce" is rumored to be the substance of one of the recommendations of the com'te on the reorganization of government departments. Most shippers believe that the I. C. C. and the Labor Board working against themselves, are enough to handle their transportation problems, without adding another department.

OF THE PRACTICE of Kansas City dealers holding grain in cars for shippers, the American Ry. Ass'n recently wrote to Pres. Hargis of the K. C. B. of T. as follows: Records show that some of your members are still holding a large number of cars over because shippers desire it. In other words, they are substituting box cars for grain elevators, for grain that is salable. We have been assured from time to time that this practice would not prevail. I will be obliged to you if you will arrange with the trade to hold the grain in the country or dispose of it promptly on arrival.

RATES ON GRAIN moving to Buffalo from Duluth still remain around 2 cents with plenty of tonnage being offered. A cargo recently went to Buffalo from South Chicago for 1¾ cents. Several of the vessel owners have received bids of 1¾ cents for movement from Duluth to Buffalo during the last five days of October. Steamship brokers say that many boats will be sent to dock early rather than tie up at that figure. Grain carriers are beginning to experience slight delay at Buffalo on account of the heavy recent receipts at that market. Last year at this time the vessel owners were getting 7 cents for grain movement Duluth to Buffalo, and tonnage was hard to get.

MONTREAL, QUE.—Congestion of grain shipments and other shipping difficulties at this port will be remedied by a special com'te headed by N. P. Fennel, sec'y, Harbor Board. The com'te will act as a clearing house for grain shipments and grain in Montreal elevators will be pooled and loaded into ocean vessels in accordance with instructions from the com'te. The assistance of the com'te is open to all those in grain trade. Under their direction, a vessel loading at an elevator will be directed to another elevator if the first elevator has not enough grain to fill it. The plan should move ships from Montreal faster than the old method.

SHIP OWNERS in conference at New York City recently decided on a new schedule of export rates for grain according to an announcement of the shipping board. The rates will be 17 cents on wheat and corn to the United Kingdom, 16½ cents to Antwerp and 18 cents to Hamburg. Rates heretofore have been as high as 25 cents. This action should insure grain cargoes to American vessels which have of late been facing the competition of foreign tramp vessels that would make their rates "overnight." Grain rates from the gulf ports were also reduced recently. The new rates to the United Kingdom are 21 cents on wheat, corn and rye; 25 cents on barley and buckwheat; and 28 cents on oats.

AN INTENSIVE campaign to eliminate the loss of freight in transit is being carried on by the Pennsylvania Lines. Employees are being

ooled to report immediately any instances damage and are being urged to closely observe the rules regarding car seals, trans-fer of freight, etc.

SO SHIPPERS located on the closed M. & N. Ry. will have some means of transportation congressmen from Arkansas and a representative of the bondholders are planning on appealing to the I. C. C. to find some way to get the road back in operation. Operation of the road was suspended by order of the federal court.

USUALLY the close of lake navigation is all bustle and bustle" but indications this year point to a close as tame as the start. Grain shippers should find no trouble getting cargo on account of the light movement of ore and coal. Already several vessel owners have d their vessels up as storage space until next spring.

"WRITE your senators and representatives and insist on reduction in freight rates. South Dakota farmers must pay one-half the value of their crops to have them hauled to terminal markets. The present freight rates are strangling the agricultural industry of the mid-west."—Governor W. H. McWalter of South Dakota to the citizens of his state.

EFFECTIVE OCT. 28 the Frisco will make proportional rate on wheat from industries located on their lines in Kansas City and Rosedale to St. Louis and East St. Louis men destined for points beyond of 15½ cents hundred pounds. The routing will be via the Frisco to Olathe, Kas.; then over the Kansas City, Clinton and Springfield to Clinton, Mo., then over the Katy.

A FREIGHT RATE REDUCTION is expected as the result of a conference between Pres. Harding, Sec. Cummins, the chairman of the I. C. C., and several rail executives. Sen. Cummins said after the conference that carriers could probably ask the labor board to reduce pay of rail workers.

Would Send Corn to Starving Russia.

Several trade organizations in various parts of the country, especially those in the corn producing sections, have gone on record as favoring the use of corn for relief purposes to starving Russia.

The latest bodies to pass resolutions favoring the shipping of corn to Russia include the Indianapolis Chamber of Commerce, the Wilmington, N. C., Chamber of Commerce and the Louisville Board of Trade.

German Grain Exchanges Open.

Save for limited amounts requisitioned by the government, all grain grown in Germany may now be sold on the open market without government interference. As a result the German Produce Exchanges have re-established the posting of grain quotations.

The prices of grain in Germany are nearly twice the prices fixed by the government, but are still far below the prices in effect in this country.

September wheat has been selling for around 700 marks per ton at Hamburg and Berlin. This compares with the government price of 300 marks per ton. New York quotations converted into marks plus the freight are around 6,100 marks.

Rye in the open market is bringing 3,700 and 3,800 marks per ton compared with the government price of 2,100 marks and the American price plus freight of 4,900 marks.

The continued brewing of beer in Germany is making an excellent market for barley which is bringing German producers 5,000 marks per ton.

On account of the fall in value of the German mark recently, German grain is practically the only grain being sold on the German markets.

Ownership of Grain While Being Loaded.

Geo. Lewis sold 1,600 sacks of seed oats to the Farmers' Grain & Milling Co. to be delivered f. o. b. cars.

A car was spotted for loading at Owenmouth, Cal., but when Lewis had placed 542 sacks in the car, and before he had finished loading, the car and the contents burned.

Lewis delivered the remainder of the oats, and then brought suit against the buyer for the value of the burned oats. The lower court gave him judgment for this but the District Court of Appeal, California, on Apr. 12, 1921, modified this by reducing the amount from \$1,326.55 to \$569.11, with interest from Oct. 21, 1914, at the rate of 7%, that being the date on which defendant received delivery of the grain not in dispute.

The court said: If delivery to the railway company were to be regarded as constituting delivery to the defendant, it must be upon the theory that the railway company became the agent of the consignee. Therefore, if no delivery was made to the railway company, none was made to the defendant. The contract in the case at bar contains a provision not found in any of the cases cited by the respondent, for in none of them did the vendor agree to deliver the property on board the means of transportation at the point named in the contract. It is true that in the great majority of cases where litigation has arisen concerning the contracts providing for f. o. b. delivery of goods no question has existed as to risks. Such cases usually involve a dispute concerning expenses of delivery, and in cases of that character it is held that the term f. o. b. means "free on board."

The question is frequently raised as to whether under a provision for delivery of goods "f. o. b." such a delivery is one sufficient to pass the title and risk of transportation to the vendee. If the point specified for delivery f. o. b. is the initial point of shipment, title is passed to the vendee, and he assumes the risk of transportation by delivery at that point. If the provision is for delivery, f. o. b. at the final point of destination, the vendor retains the title and also the risk of transportation to the point named in the contract (note to Lawder & Sons v. Mackie Grocery Co., 97 Md. 1, 54 Atl. 634, 62 L. R. A. 798, and cases there cited), and title passes upon such delivery to the vendee, who thereupon assumes risks of loss or destruction. Lord v. Edward, 148 Mass. 476, 20 N. E. 161, 2 L. R. A. 519, 12 Am. St. Rep. 581.

But in no case of which we are aware has it been held that under a contract for delivery of goods free on board cars title passed to the vendee before delivery at some point. In Vogt v. Schienbeck, 122 Wis. 491, 100 N. W. 820, 67 L. R. A. 756, 106 Am. St. Rep. 289, it is said that authorities generally hold that "a sale f. o. b. cars means that the subject of the sale is to be placed on cars for shipment without any expense or act on the part of the buyer, and that as soon as so placed the title is to pass absolutely to the buyer, and the property be wholly at his risk, in the absence of any circumstances indicating a retention of such control by the seller as security for purchase money, by preserving the right of stoppage in transitu." The necessary implication from this and other similar decisions is that until so property is wholly at his risk.—198 Pac. Rep. 124.

PORTLAND exporters announce a good Asiatic demand for wheat, with vessels booked up until the end of January.

Supply Trade

Muncy, Pa.—Lawrence A. Vredenburg, son of N. L. Vredenburg, vice-pres. of Sprout-Waldron & Co., was instantly killed recently when he was thrown from a skidding automobile. Mr. Vredenburg was employed in the drafting department of Sprout, Waldron & Co.

Don't cut off the engine! While riding in a train recently William Wrigley, the chewing gum manufacturer, was approached by a man who said, "Mr. Wrigley, you are wasting a lot of money. Your product is so well known you don't have to advertise." "My good man," answered Mr. Wrigley, "do you know what would happen if we cut the engine from this train? The train would coast along and stop, wouldn't it? That is just what my business would do if I cut off the advertising. Advertising is the engine that furnishes the motive power for my business."—Ex.

ELLIS DRIERS

When the Ellis Drier is sold, it stays sold. We have yet to suffer a cancellation on account of non-performance and we have been building driers for 23 years. Such a record of service merits your implicit confidence. May we have your inquiry?

THE ELLIS DRIER CO.
Roosevelt Road and Talman Ave.
CHICAGO, U.S.A.

CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

Universal Grain Code, the most complete code published for the use of grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages contain 14,910 code words for grain trade terms and expressions; no two near enough alike to cause confusion. Bond paper, flexible leather, \$3.00; Book paper, board cover, \$1.50.

Robinson Cipher Code, revised, with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

A. B. C. Improved 5th Edition, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

Miller's Code (1917), for milling and flour trades, 3½x6 inches, 77 pages, \$2.00.

Riverside Code, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

Baltimore Export Cable Code, most popular and simplest code for export trade. Bound in red leather, third grain edition, 413 pages, size 7x9½ inches, \$15.00; fourth edition, for grain, stocks, bonds and general merchandise, 160 pages, 6¼x9 inches, \$15.00.

Cross Telegraphic Cipher Code, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

Grain Dealers Journal

309 S. La Salle Street,

Chicago, Ill.

Supreme Court Decisions

Remedies for Buyers' Refusal to Take Goods.

—Upon a buyer's refusal to take the goods, the seller may treat them as belonging to the buyer and hold them subject to the buyer's order, and sue for the purchase price or sell to some other person and recover the loss, if any, from the buyer, or retain the property as his own and sue for the difference between the market value and the contract price.—*Turner-Looker Liquor Co. v. Hindman*. Springfield Court of Appeals, Missouri. 232 S.W. 1076.

Slander by Railroad Agent.—In an action against a railroad agent for libelous statements contained in a letter written by him to the auditor of freight claims of a connecting road, concerning the condition of a carload of corn for damage to which claim had been made, evidence held to make a question for the jury as to malice, especially where he only claimed to have his information as to the corn thru another party, and did not explain who such party was, or produce him as a witness.—*Jump v. Barnes*. Court of Appeals of Maryland. 114 Atl. 734.

Limitation of Telegraf Co.'s Liability Not Binding.—Where neither the sender nor the addressee of a cable message which a telegraf company has failed to transmit is shown to have entered into a stipulation with the original carrier, or with the company itself, limiting liability, or to have had any notice thereof, they are not bound, although the blank on which the message was written contains stipulations of that nature. Where a telegraf company's failure to transmit a cable message is not shown to have been due to mistake in transcribing or difficulty in transmitting, the failure constitutes gross negligence, not subject to a limitation of liability.—*Freschen v. W. U. Tel. Co.* City Court of New York. 189 N. Y. Supp. 649.

Authority of Agent.—An agent, that is, a person employed by another to act for him, who was authorized by telegram from his principal to buy corn of a stated grade only, had only a special authority to bind his principal by purchasing corn of that grade, and, such restriction upon his authority not being secret, third persons dealing with the agent were bound to ascertain such limitation of his authority, at their peril. The confirmation by a principal of his agent's purchase of a stated grade of corn does not ratify the agent's purchase by sample of corn of a different grade, where the confirmation was signed before the principal knew that the corn purchased did not conform to the stated grade.—*Fowler v. Cobb*, Kansas City Court of Appeals, Missouri. 232 S. W. 1084.

Damages for Delivery of B/L without Collecting Draft.—The seller of certain cars of potatoes drew sight drafts on the purchaser in favor of the plaintiff bank, and attached them to the Bs/L with instructions to deliver on payment of drafts only. The plaintiff bank sent the bills with drafts attached to the defendant bank, which bank delivered the Bs/L without collecting the drafts. In a suit for damages against such bank for failure to follow instructions, held, that actual damages only can be recovered—in this case nothing, as the plaintiff received all the potatoes brought and were actually worth.—*Northwestern Nat. Bank v. People's State Bank*. Supreme Court of Kansas. 200 Pac. 278.

Carrier's Liability.—It is the duty of railway company as a common carrier to furnish suitable cars for the transportation of the particular class of goods intended to be shipped, and it is not relieved from such duty by reason of the fact that the consignor inspected the car before loading. Proof of the delivery of a shipment by consignor to the carrier in good condition and of its delivery to the consignee at the end of the route in damaged condition is sufficient to sustain a recovery for damages against the initial carrier. A common carrier is an insurer of the safe transportation of goods committed to it for that purpose, and responsible for all damages to the same while in transit, unless such damage is occasioned by certain excepted causes. To relieve itself from such liability the carrier must show that the damage arose solely from one or more of the excepted

causes, and it avails it nothing to show that the shipper was negligent if the damage would not have resulted except for the concurring fault of the carrier.—*De Vita v. Payne*, Director-General. Supreme Court of Minnesota. 184 N. W. 184.

Federal Trade Commission Exceeding Its Powers.

The U. S. Circuit Court of Appeals in a decision given May 11, 1921, decided in favor of the Standard Oil Co. and against the Federal Trade Commission, which had ordered the Standard and the Texas Co. to discontinue the practice of leasing gasoline distributing devices with a clause prohibiting the retailer from distributing thru such device gasoline not supplied by the distributor.

The Commission stated that "as a matter of fact" this was "an unfair method of competition." The court stated that it was not a matter of fact as alleged by the Commission, but was a matter of law and not within the province of the Commission to decide. The court held the method was not unfair, because each retailer was unrestrained by the contract from leasing or purchasing other devices.

This substitution of conclusions of law for findings of fact is an error that bureaucrats are likely to make in an exaggeration of their own powers. An example is found in the Capper-Tincher bill, the "Future Trading Act" where paragraph (b) of Sec. 6 provides for findings of fact by the Commission of three composed of the Attorney-General, Sec'y of Commerce, and Sec'y of Agriculture. An individual may have purchased 500,000 bus. of wheat in one day; but the bureaucrats will not be satisfied with stating the number of bushels as a matter of fact, they will go further and declare as a matter of fact the individual had traded in an excessive quantity of grain.—273 Fed. Rep. 478.

Minneapolis Exchange Against Showing Records to the State.

The rule of the Minnesota Railroad and Warehouse Commission which provides that Minnesota grain exchanges report on each transaction, the firms involved, the date, the quantity bought or sold, the prices and terms, and if for future delivery to state where the grain is located, was condemned in an appeal made to the Hennepin County Court by the Minneapolis Chamber of Commerce.

Chamber of Commerce representatives pointed out that it was virtually impossible to comply with the order because of the large amount of bookkeeping that would be necessary.

The Duluth Board of Trade has taken similar action in the court in St. Louis County.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & N. W. in 12993-R gives the switching charges in effect in the Milwaukee district since Sept. 25.

C. & E. I. in Sup. 7 to 6639-D gives the rule governing the milling and malting privileges in effect at stations on the C. & E. I. after Oct. 31.

C. & E. I. in Sup. 12 to 8625-B gives the joint rates on grain and grain products from stations on the C. & E. I. to points in Ala., Ark., Fla., La., Miss. and Tenn., effective Oct. 29.

A. T. & S. F. in Sup. 4 to 7466-F gives the joint and proportional rates on classes and commodities between points on the R. G. E. P. S. F. and points in N. M. on the Santa Fe, effective Oct. 27.

Soo Line in G. F. D. 28260 provides for the 4½-cent per hundred reduction in rates of grain from points in the Minneapolis district to the east with routing via the C. P. R. and Sault Ste. Marie, effective Oct. 2.

E. B. Boyd's Freight Tariff 162 gives the new rates on grain moving from Minneapolis, Duluth, St. Paul, Minnesota Transfer, Superior and Itasca when the grain originates at points in Minn., N. D., S. D. and Mont., effective Nov. 1.

A. T. & S. F. in Sup. 13 to 7481-G gives the joint rates on grain products and seeds from stations in Colo., Kan., Mo. and Okla., also Superior, Neb., to points in Ala., Ark., Kan., La., Mo., Miss., Okla., Tenn. and Tex., effective Oct. 31.

C. & E. I. in Sup. 30 to 8650 gives the joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes and cottonseed hull bran, from stations on the C. & E. I. to points in N. Y., O. Pa., W. Va., and Canada, effective Oct. 29.

A. T. & S. F. in Sup. 1 to 5655-A-1 gives the joint proportional rates on grain, grain products and seeds from points in Mo., Kan., Okla., M. and Tex., also Superior, Neb., to Galveston, Houston, Texas City, Beaumont, Orange and Port Arthur, Tex., when for export, effective Oct. 27.

A. T. & S. F. in Sup. 14 to 5538-L gives the local, joint and proportional rates on grain and grain products between points in Kan., Colo., Mo. and Okla., also Superior, Neb., and Joplin, Mo., and points in Ill., Ind., Ia., Kan., Mich., Minn., Mo., Neb., Okla. and Wis., effective Nov. 1. Sup. 15 becomes effective Nov. 10.

Illinois Central in Sup. 1 to 1537-E and 1 to Sup. 31 to 1537-D gives local, joint and proportional rates on grain, grain products, cottonseed products and seeds between stations in Ill., Ind. Wis., also Dubuque, Ia., and St. Louis, Mo., and Chicago, Milwaukee, Minneapolis, Peoria, St. Louis, Paducah, Ohio River crossings and other stations in Ill., Ind., Ia., Ky., Mich., Minn., Mo. and Wis., effective Oct. 24.

C. & E. I. in Sup. 8 to 622-G gives the local, joint and proportional rates on grain and grain products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, cotton seed hull bran and red top seed chaff from C. & E. I. stations, also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Moline Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Minn., Mich., Mo., O., Pa., and Wis., effective Nov. 5.

A. T. & S. F. in Sup. 3 to 5702-G gives the local, joint and proportional rates on broom corn, castor beans, pop corn, seeds, hay and straw between points in Kan., Colo., Okla., also Superior, Neb., and Joplin, Mo., and Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and the points taking the same rates or higher, also distance rates between stations in Kan., stations in Kan. and stations in Okla., also Superior, Neb., and Joplin, Mo., and stations in Kansas, also rates on corn husks from stations in Okla. to Chicago, St. Louis, E. Ft. Madison, Ft. Madison and Missouri River points, effective Nov. 10. Sup. becomes effective Nov. 1.

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MINNEAPOLIS, MINN.

References: Any bank, mercantile agency, commission firm or the editor of this publication.

E. B. Boyd in 162 gives the thru rates on grain and grain products for domestic shipment from Minneapolis territory to the territory east of the Buffalo-Pittsburgh line, effective Nov. 1.

Monon in 521-D gives the joint proportional rates on grain and grain products from Chicago, E. Joliet and S. Chicago, Ill., to New Orleans, La., and Mobile, Ala., when for export, effective Nov. 3.

Monon in Sup. 19 to 520 gives the local, joint proportional rates on grain, grain products and grain by-products from Monon stations to points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., Pa., W. Va., and Wis., effective Oct. 29.

New Grain Rates From Minneapolis.

Grain originating beyond Minneapolis, St. Paul, and Minnesota Transfer, which is to be forwarded over the Great Lakes from any of these points via Gladstone, Mich., will heretofore move over the Soo Line at new low rates which became effective Oct. 10.

The new rates in cents per hundred were given by the Minneapolis Traffic Ass'n as follows: On barley, 10½; on oats, 12½; on wheat, 10; on rye, 10; and on corn, 10.

Another important reduction in the rates on grain and grain products moving from Minneapolis will become effective Nov. 1. After that date domestic shipments to the New England states and to the eastern ports will be reduced, putting Minneapolis in line with the other markets from where the rates were recently reduced.

Memphis Gets New Rates on Corn.

Since early last spring J. B. McGinnis of the traffic department of the Memphis Merchants Exchange has been fighting with the State Railroad and Utilities Commission to get lower rates on Tennessee corn moving into Memphis over the Louisville & Nashville R.

It seems that the L. & N. has been charging more for bringing Tennessee corn into Memphis than the other roads which have special commodity rates into the city.

The new rates ordered into effect by the commission will mean a big saving to Memphis dealers who are able to get their corn on points in Tennessee.

The reductions in effect from some of the principal Tennessee shipping points follow: Paris, from 24 to 16 cents; McKenzie, from 16 to 16 cents; Bartlett, 9½ to 7 cents; Cumberland City, from 24 to 18 cents; Tennessee Edge, from 24 cents to 17 cents; and from Gibson, from 22 to 14 cents.

To Decide if State Can Fix Intrastate Rates.

One of the most important problems of the Supreme Court, which just convened after its summer recess, is to decide whether a state or the Interstate Commerce Commission has the power to fix intrastate rates.

The I. C. C. interpreted the Esch-Cummins law as giving it power to fix all fares. On account of this interpretation every state railroad commission in the country filed suit in the Supreme court, contending the federal body was infringing on the rights of the individual states.

New Rates on Grain and Grain Products in the East.

New rates on grain and its products moving in the New England territories have been authorized by the Interstate Commerce Commission and will probably go into effect soon after Oct. 10. The effected territory includes the New England states, Virginia, Maryland, Delaware, New Jersey, New York and Pennsylvania.

The reductions average approximately 12½ per cent, which will amount to from 2 to 4 cents per hundred.

This reduction makes the fourth within a short time that has affected grain, the others being the 7½ cent reduction in ex-lake grain from Buffalo, the reductions in export rates from Mississippi Valley states and the reductions from Missouri valley stations to the Gulf.

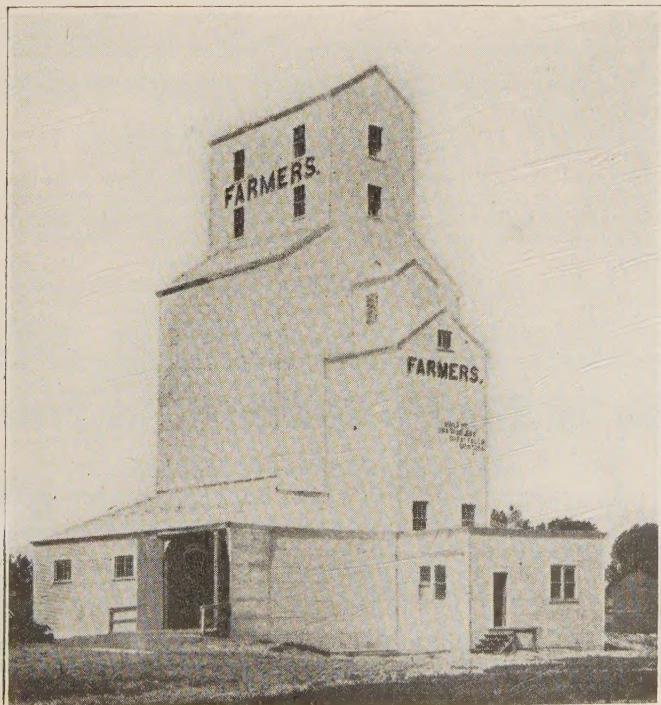
New Elevator at Malta, Mont.

On the main line of the Great Northern at Malta, Mont., the Equity Co-operative Ass'n has erected the substantial house shown in the engraving herewith.

All of the bins have hopper bottoms and a total capacity of 32,000 bus. Four of the bins are over the driveway. In connection is a large warehouse for flour and millfeeds. The walls are covered with corrugated steel siding and the roof with standing seam steel roofing.

Grain is elevated from the 300-bu. dump with two elevator legs and turned into bins thru a double distributing spout. A Strong-Scott Inclosed Manlift gives access to the cupola. The machinery is driven by a 25-h.p. G.E. motor and lighting is by electricity.

The equipment includes 1,200-bu grain cleaner, Bird Weighing Out Scale and 10-ton Howe Scale.



New 332,000-bu. Elevator at Malta, Mont.

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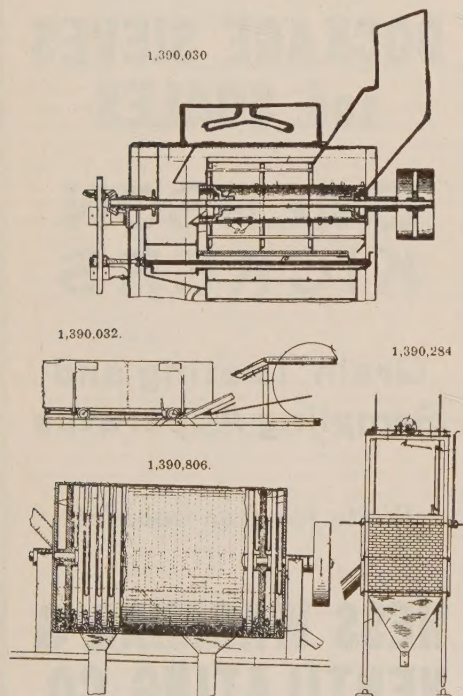
Grain Dealers Journal
305 So. LaSalle St., Chicago, Ill.

Patents Granted

1,390,030. Corn Sheller. Albert Gilman, Ottawa, Ill., assignor to the King & Hamilton Co., Ottawa, Ill. This sheller comprises a shelling cylinder within a concave shelling chamber. Corn enters the chamber thru a feed opening and is discharged thru a discharge spout at its end. A means is provided for operating the sheller.

1,390,284. Dust Separator. Charles H. Felton, Michigan City, Ind. A rectangular chamber having a porous wall is the principal part of this device. A framework within the chamber carries a brush system which scrapes the adhering dust from the side walls. A means is provided to give the inside brush carrying frame a reciprocating motion.

1,390,806. Grain Separator. Albert H. Miller, Miltna, Minn. This separator operates entirely within a horizontal cylindrical casing. Revolving in the casing is a series of disks fitted with recesses or pockets. Grain enters



the casing at an inlet end of the casing and passes out thru the discharge end. The recesses or pockets in the disks near the point where the grain enters the casing are smaller than those in the disks at the end of the casing where the grain is discharged.

1,390,032. Bulk Grain Handling Apparatus. Andrew D. Heath Footsray, Melbourne, Victoria, Australia. This apparatus consists of a wheeled grain truck which operates on tracks. The track system consists of a length of inclined track and a length of horizontal track. A means is provided for drawing the truck along the horizontal track and up the inclined track to a horizontal platform. The whole track and platform system is portable.

Sues U. P. for Failure to Furnish Cars When Prices Were High.

On July 24, 1920, T. J. O'Brien, a Plainview, Kan., farmer, wished to sell 6,000 bus. of his wheat at the prevailing market price, \$2.46 per bushel. On that day he ordered four cars to be delivered to him on July 31.

Mr. O'Brien claims that the cars never did arrive and that when he did market his wheat, the market price was \$1.25 per bushel.

Alleging that grain dealers were receiving cars at the time he wanted cars, Mr. O'Brien recently started suit in Topeka, in United States District Court, against the U. P. for \$7,260 damages.

Northwest Ohio Grain Dealers Meet.

The annual convention of the Northwestern Ohio Grain Dealers Ass'n was held at Sherwood, O., on Oct. 3. Because of the date conflicting with the G. D. N. A. meeting at Chicago only a small attendance was on hand.

Those present discussed the Coal Situation, Weevil in Wheat, The Success of Country Elevators and the Corn Crop.

Unprofitable to Burn Corn.

Corn is said to make a hot fire and those who have stood near a crib full of ear corn burning can attest the fact, but this intense heat is due to the great mass burning at one time. Cobs alone make a hot fire while they last, but they burn out too soon.

On account of the present low price of corn and high price of coal, especially anthracite, some farmers threaten to burn the cereal.

R. A. Seaton, dean of the division of engineering of the Kansas State Agricultural College, after a careful analysis of the heat value of ear corn writes:

"A pound of well seasoned ear corn will yield only 6,500 to 7,000 heat units, compared with 12,000 to 13,000 units for soft coal. In addition, corn contains 10 to 14 per cent moisture which must be evaporated and heated to the temperature of the chimney gases. It is evident, therefore, that even the present high price of coal and low price of corn makes it is uneconomical to use corn as fuel."

Open Shop Brings Better Service.

On March 5, 1921, the union employees of the Atlanta, Birmingham & Atlantic Railway went on strike. The line was tied up for several days, but gradually service was resumed, using nonunion men, and the open shop plan of operation was adopted. By April 30 the company was again giving normal service, running trains on schedules, and functioning satisfactorily. Some attempts at violence occurred, and these were charged to the striking employees, and small amounts of damage resulted in isolated instances.

The story thus far is largely the same that has been heard in the case of many other strikes. But, according to Geo. S. Siddons, of St. Louis, general western agent for the company, the remainder of the A. B. & A.'s experience offers a valuable object lesson to all business men, to employers generally, and to that portion of the public which is interested in the giving of real service.

After having operated for four months under the open shop the A. B. & A. took stock of the results. It was found that in May, June, July and August of this year the amount of all loss and damage claims filed against the company represented 2.1% of its freight revenue; in the same period of last year the percentage relation was 2.6%. This fact is important because it establishes conclusively that when men are protected only by their own efficiency they will render better service than when they are protected in their inefficiency by their unions. It shows that the nonunion men now working for the A. B. & A. are more careful in handling the freight placed in their care than were the union men

on the same jobs last year; and that the striking unionists have been able to accomplish little damage in their alleged campaign against the company.

Debate Marketing Scheme.

At a meeting of farmers of the community held at Millington, Ill., Sept. 27, the marketing scheme of the com'ite of 17 was made subject of a debate between Harry F. Atwood of Chicago, who presented arguments showing the fallacy of the plan, and Robert J. Clarke, of Stronghurst, Ill., a director of the U. S. Grain Growers, Inc., who attempted to convince the assembled farmers that the plan offers their only salvation from the greed of the present competitive marketing system.

A stated question was not announced, but arrangements made between the speakers before the meeting opened gave Mr. Clarke the privilege of talking first, with opportunity for presenting rebuttal arguments after Mr. Atwood spoke.

Mr. Clarke dealt at length with an explanation of the steps in the formation of the U. S. Grain Growers, Inc., making numerous charges of inefficiency on the part of the present competitive system; but he gave little pertinent argument to support his contention that the plan of the com'ite of 17 will serve even to remove the defects he alleged to exist.

Mr. Atwood asked the farmers to recall some failures of other schemes organized with a view of catching the popular fancy and he explained something of the real nature of the proposed plan and the effects it may be expected to exert on those who take part in it.

Farmers who were present listened attentively to both speakers, and privately afterward many gave voice to their intention to refuse to tie up the marketing of their grain signing a contract taking control of it out of their hands.

ST. JOSEPH, Mo. Stocks are soon to be included in the visible supply. St. Joseph receipts are now included in the primary receipts.

THE CORN BORER infestation and methods of its extermination are to be discussed at a hearing to be held in Washington on Oct. 11 by the federal horticulture board of the U. S. Dept. of Agriculture.

HUGO MEYER of the German grain commission was on the New York Produce Exchange on Oct. 6 and estimated that Germany needs 50 to 75 million bushels of bread grain, of which only a small amount had been bought.

Insurance Notes.

Oct. 8 to Oct. 14 is "No fire—No accident week." Why not celebrate by looking over the office stove before a fire is started; seeing to it that the chimney is not resting on one of the beams of the roof; and by filling the fire barrels with no-freeze calcium chloride solution?

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E. H. MORELAND, Secretary

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of Indianapolis, Ind.
Mill Owners Mutual Fire Ins. Co.,
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The Millers Mutual Fire Ins. Co.,
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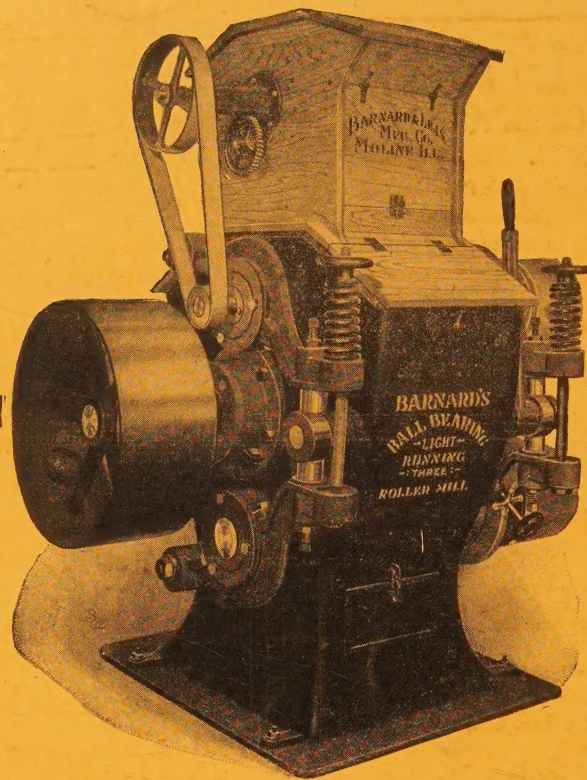
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